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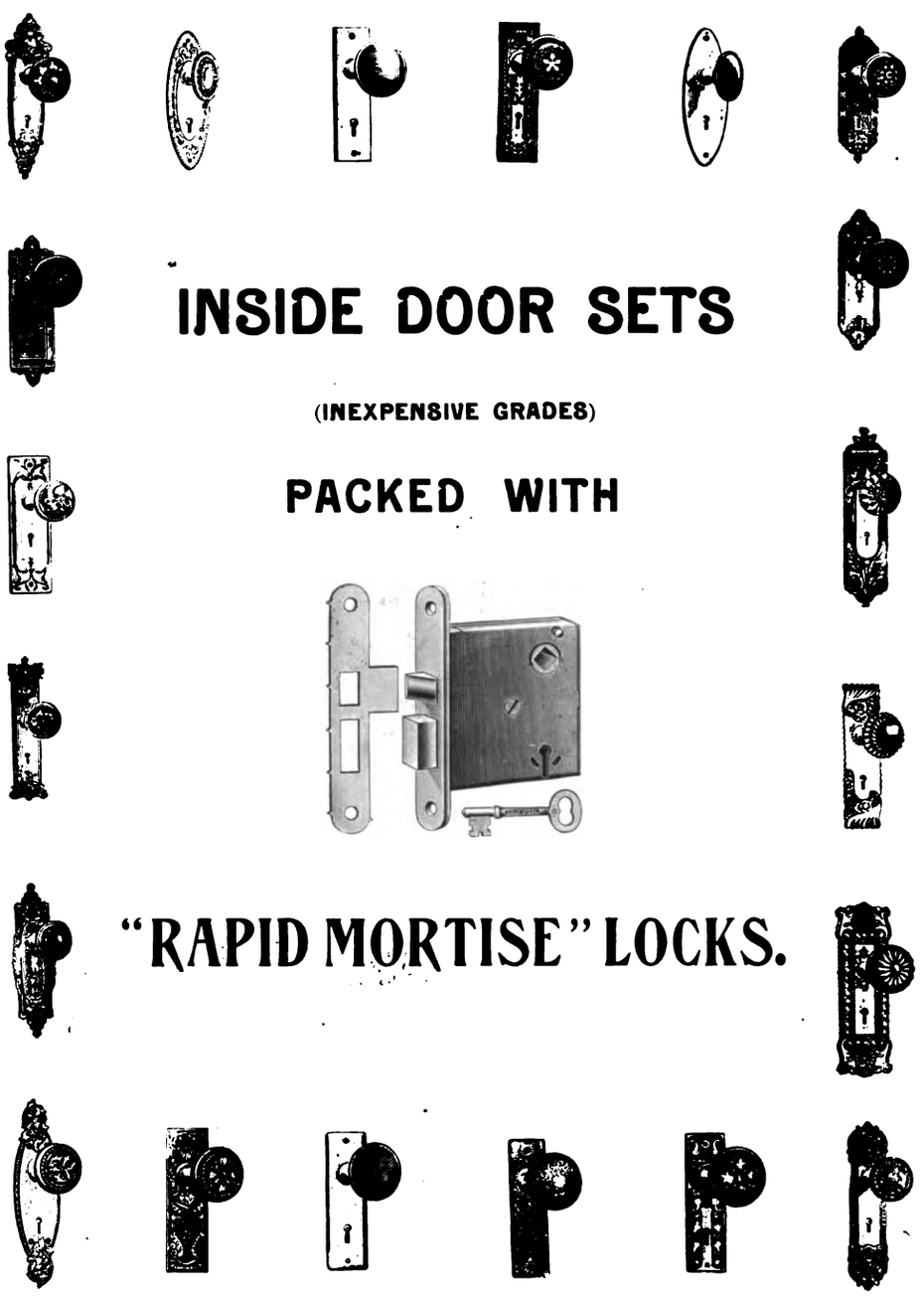
HARDWARE



TENTH ANNIVERSARY

APRIL 10TH 1900

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HARDWARE EXCLUSIVELY.

A Review of the American Hardware Market.

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VOL. XXI. No. 1. New York, April 10, 1900. $1.00 A YEAR

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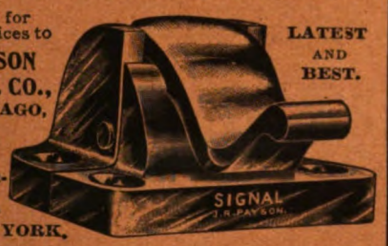
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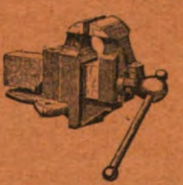
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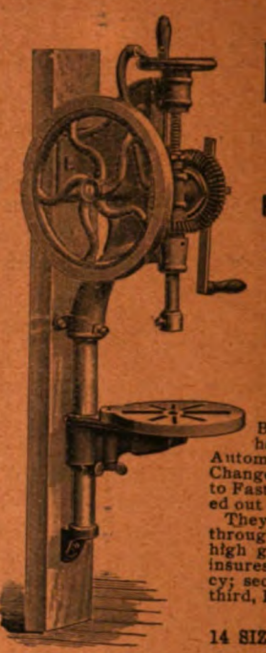
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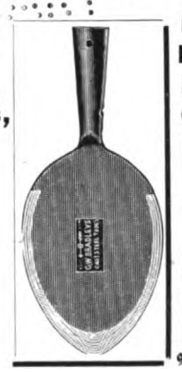
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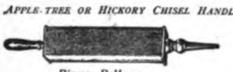
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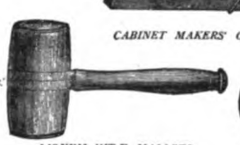
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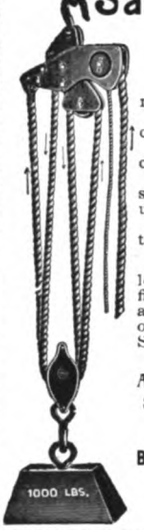

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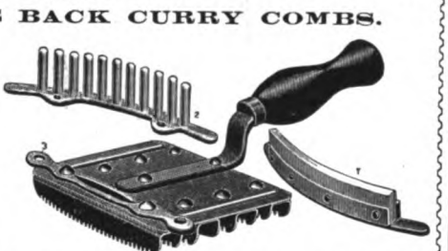
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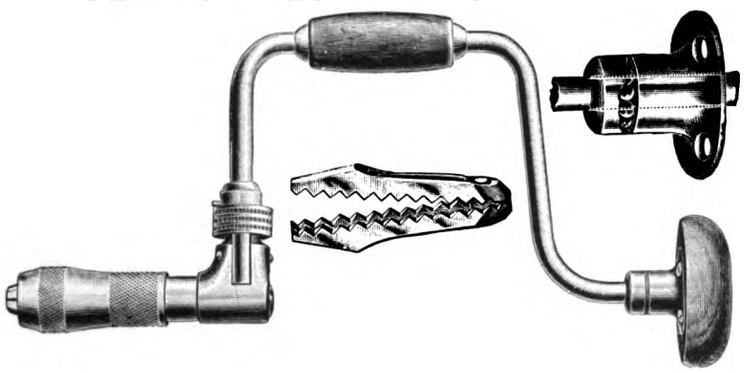
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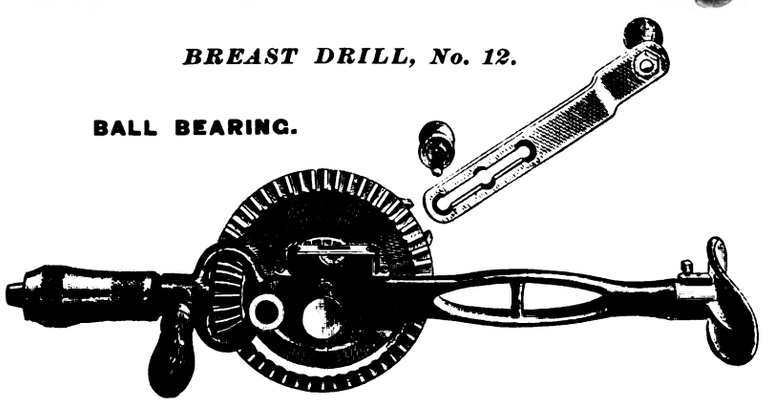
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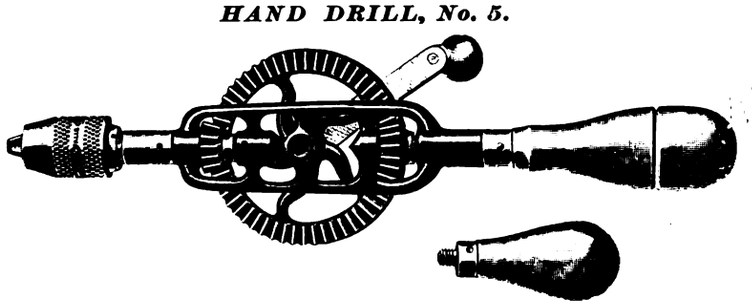


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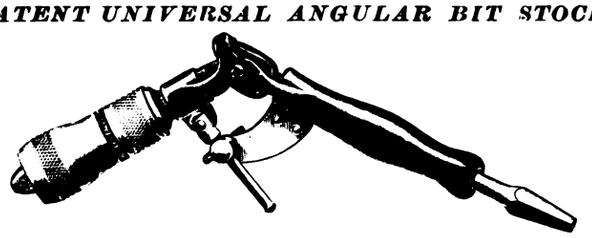
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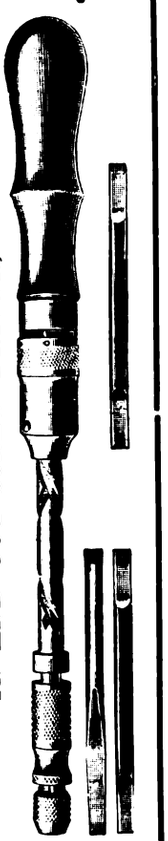
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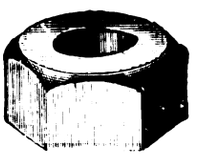
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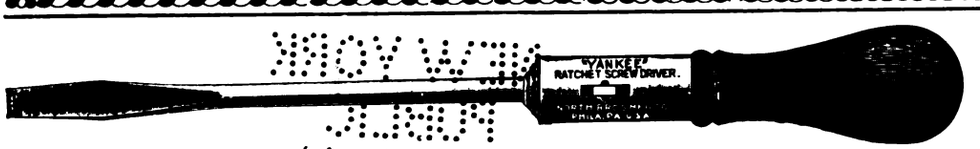
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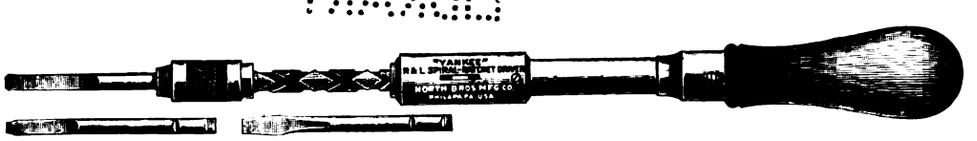
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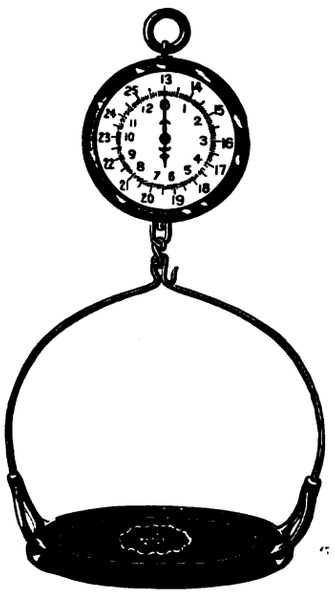
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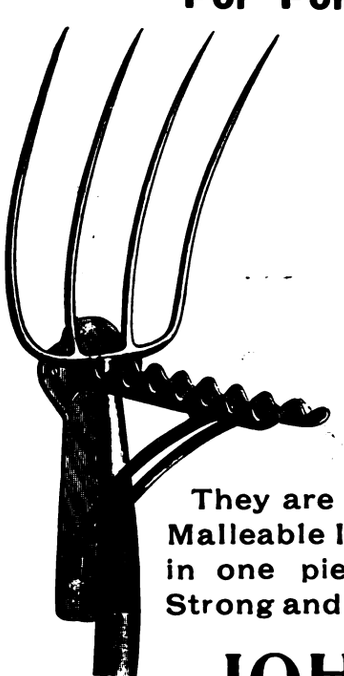
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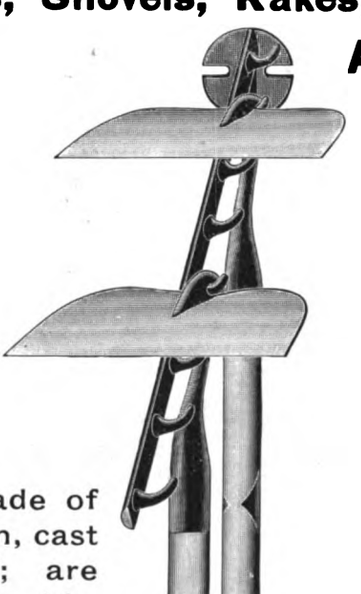
Send for Catalogue.

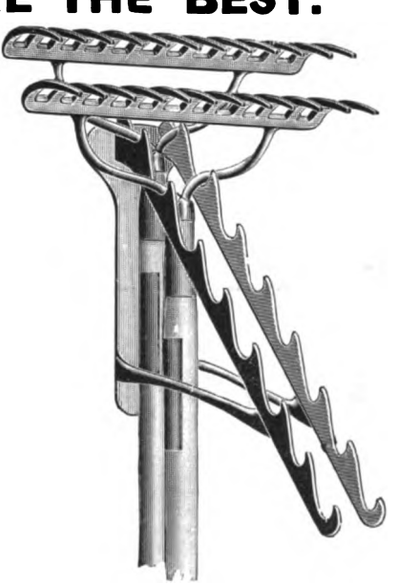
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For Forks, Shovels, Rakes, Hoes, Etc.,

ARE THE BEST.







They are made of Malleable Iron, cast in one piece; are Strong and Durable.

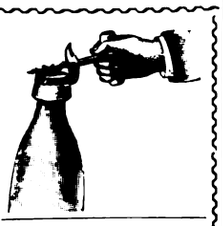
JOHN N. HAGER, Manufacturer.

SEND FOR CIRCULAR. . . . Fort Atkinson, Wis., U. S. A.

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THE WAITER'S

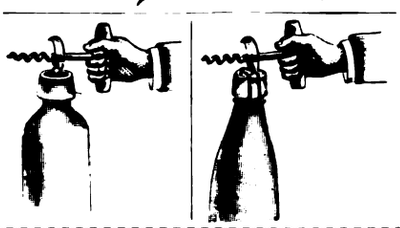


CORKSCREW.



Draws a Cork.
Removes a Crown.
Lifts a Seal.
Breaks a Wire.

The Williamson W. N. Co.,
NEWARK, N. J.





Scythe Stones.

LARGEST ASSORTMENT.
ALL GRADES OF GRIT.
NEAT APPEARANCE.
FINE GOODS.
QUICK SELLERS.

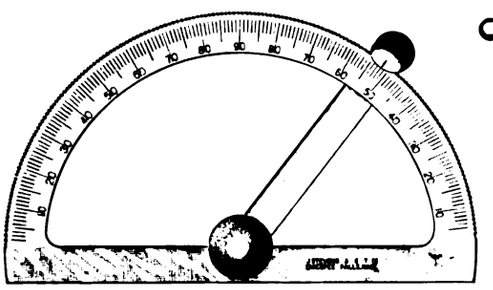
The Cleveland Stone Co.,
Hickox Bldg., Cleveland, Ohio.

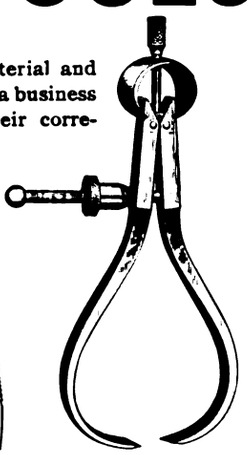
COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

STEVENS TOOLS

Are of the highest quality as regards material and workmanship. We are prepared to make a business proposition to the trade and solicit their correspondence. . . . .





J. Stevens Arms & Tool Co., P. O. Box 316, CHICOPEE FALLS, MASS.

L. COES'

Genuine Improved
KNIFE HANDLE
PATENT
Screw Wrenches.





MANUFACTURED BY
COES WRENCH CO.,
WORCESTER, MASS.

Established in 1839. Registered April 9, 1895.

Patented Dec. 15, 1891. Patented April 30, 1895.

Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO.
JOHN H. GRAHAM & CO. } New York Agents.

H. & R. Arms Co.'s
HAMMERLESS REVOLVER

Automatic Shell Ejecting.



An ABSOLUTELY SAFE Arm, Superior in Style to any on the market.

It is now fitted with
INDEPENDENT CYLINDER STOP.

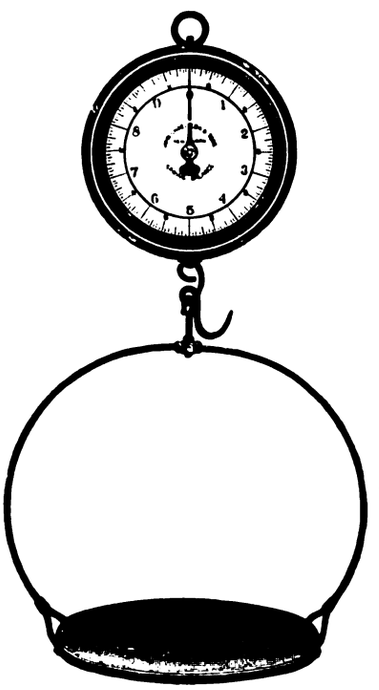
For sale by the leading dealers in Firearms, Hardware and Sporting Goods.
SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us



has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

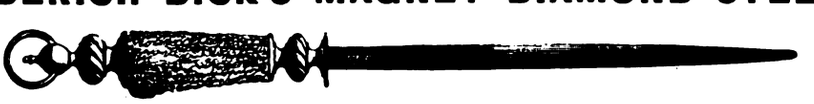
and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



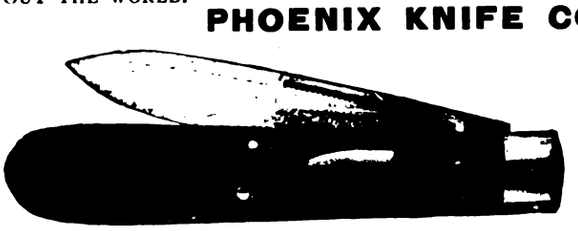
These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

PHOENIX KNIFE COMPANY'S POCKET KNIVES.





Finest quality American Pocket Cutlery in large variety. Knives that are good sellers, and will give satisfaction to the user.

JOHN CHATILLON & SONS,

ESTABLISHED 1835.

58 to 93 Cliff Street and 12 Jacob Street, NEW YORK CITY.

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Warren's New System
SCREW AND BOLT CASES AND
PORTABLE SECTIONAL SHELVING.

Shipped to all Parts of the World.



Twenty combinations Shelving described and priced in circular. A copy mailed to Dealers (without charge) on request. M'f'd by . . . . .

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CHICAGO, ILL., U. S. A.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



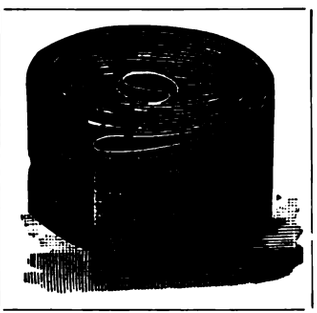
The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,
65 RANDOLPH STREET, CHICAGO, ILL.

AGENCIES:
Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & Co., 82 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

ESTABLISHED 1774.

HIGH GRADE AUGER BITS.
(BLACK TWIST)
JOB T. PUGH, PHILADELPHIA.

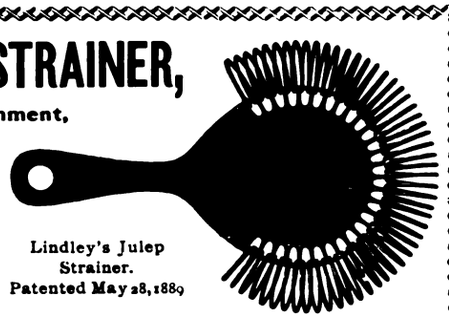


AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Endless Silk Sewed Strapping Belts.
Correspondence Solicited. Discounts Quoted.

LINDLEY'S JULEP STRAINER,
Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY JOSEPH RODGERS & SONS, LTD.
THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when
THE VERY BEST
can be had at a small advance over poorer
QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, LTD.,
SHEFFIELD, ENGLAND,
Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark * ✠

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.
We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.
If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.
ALFRED FIELD & CO.,
93 Chambers and 75 Reade Streets, New York.
Importers of
HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
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W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
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WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.
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ATKINS SAWS

CATALOGUE 1900

HARDWARE EDITION

NOW READY. SEND FOR IT!

E. C. ATKINS & CO., Manufacturers,

INDIANAPOLIS, IND.

MEMPHIS, TENN. ATLANTA, GA. MINNEAPOLIS, MINN.



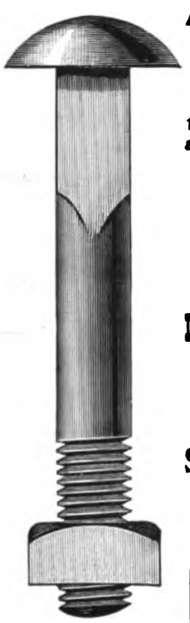
UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't, Cleveland, O.
C. H. GRAHAM, Sec'y, Unionville, Conn.
T. SMITH, Ass't Sec'y, New York.
J. L. YARICK, Treas., New York.

CABLE ADDRESS, "CALABASH."



CLEVELAND WORKS, ESTABLISHED 1872.



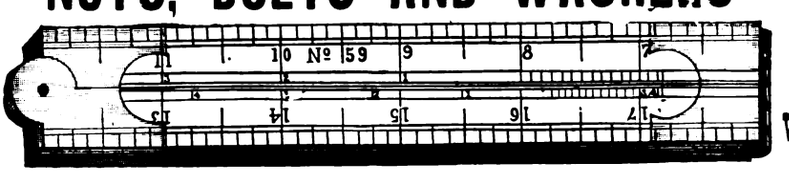
THE UNION NUT & BOLT CO.,

MANUFACTURERS' AGENTS.

107 Chambers Street, and 91 Reade Street, NEW YORK.

NUTS, BOLTS AND WASHERS

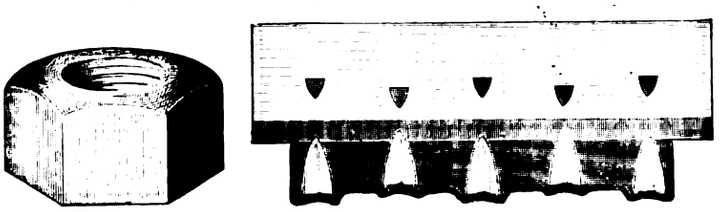
OF EVERY DESCRIPTION



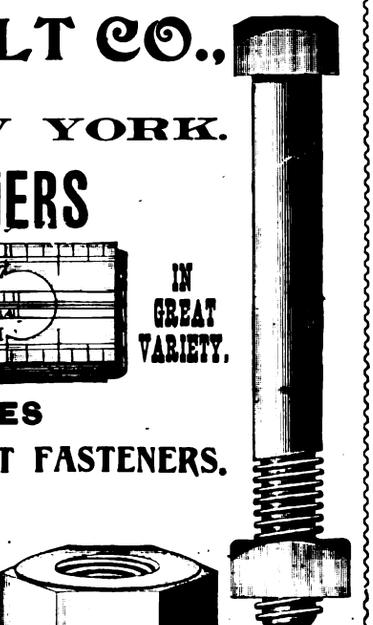
IN GREAT VARIETY.

BOXWOOD AND IVORY RULES

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS.



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We Want the Earth and We Want it Fenced in.

THE

ELECTRIC DROP STEEL FENCE RATCHET.



Absolute Satisfaction Guaranteed.

THIRTEEN REASONS

Why the Electric Drop Steel Ratchet should commend itself to you.

(Thirteen is a lucky number you know.)

1st. It is simplest.
2nd. It is the lightest and strongest.
3rd. It is the most compact and rigid; no loose parts.
4th. Will tighten any length of wire desired.
5th. Adjustable to expansion and contraction.
6th. Can be attached to any point on the wire.
7th. It will tighten the wire uniformly because it draws equally from each way.
8th. Can also be used as a post ratchet by attaching a wire loop in the end to encircle the post.
9th. Can be used on any kind of post, either wood or iron.
10th. No extra expense in preparing posts, which is necessary when post ratchets are used.
11th. When wire becomes loose or sags from use, it can be instantly tightened.
12th. No special wrench required; any wrench on the farm will operate it.
13th. The most important feature; it can be bought for **Less Money** than any other good ratchet on the market.

MANUFACTURED BY

Electric Oil Stove Co., JACKSON, MICH.

FACTORIES AT HOMER, MICH.

THE

GEORGE WORTHINGTON CO.,

SHELF AND HEAVY

Hardware and Cutlery.

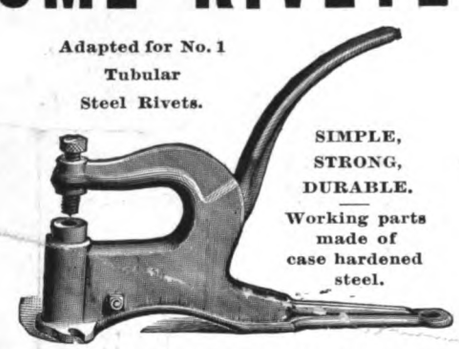
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Carriage and Saddlery Hardware,
Sporting Goods,
Arms and Ammunition,
Bicycles and Sundries,
Mill and Railway Supplies.

95-103 ST. CLAIR ST. Cleveland, Ohio.

THE

ACME RIVETER.

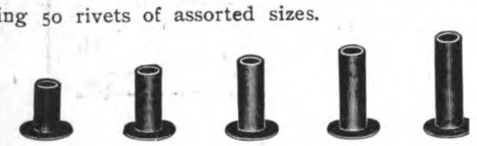
Adapted for No. 1 Tubular Steel Rivets.



SIMPLE, STRONG, DURABLE.

Working parts made of case hardened steel.

Weighs 3½ pounds. Satisfaction guaranteed. The Best and Cheapest Riveter manufactured. No. 1 Tubular Steel Rivets furnished in boxes containing 50 rivets of assorted sizes.



Ask for Catalogue and Prices of our complete line of Riveters and Rivets.

STANDARD SPECIALTY CO.,

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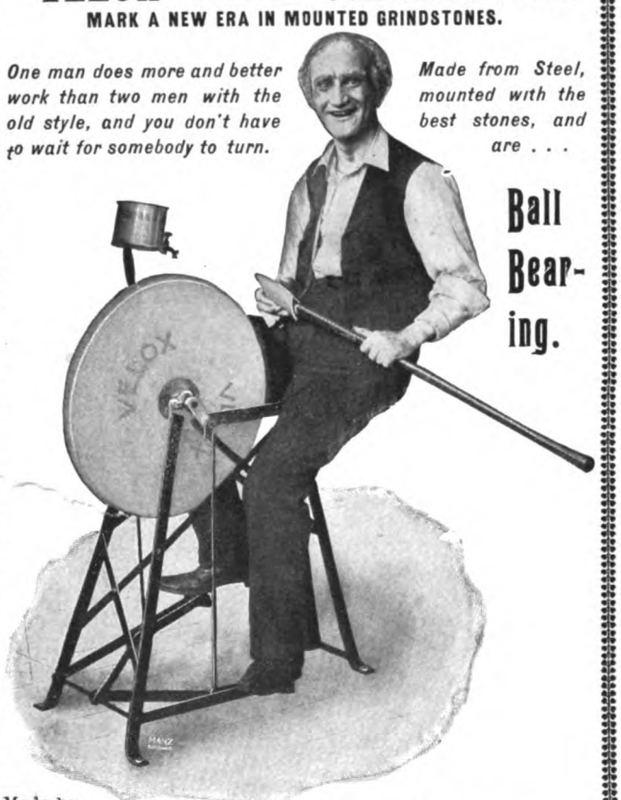
"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better work than two men with the old style, and you don't have to wait for somebody to turn.

Made from Steel, mounted with the best stones, and are . . .

Ball Bearing.



Made by

VELOX MACHINE WORKS,

307-321 Dearborn St., CHICAGO.

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TOWER & LYON,

95 CHAMBERS STREET, NEW YORK.

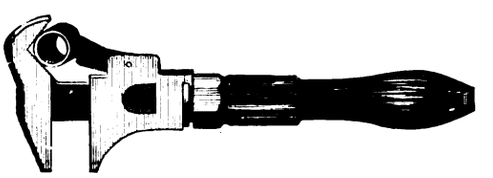
Manufacturers of

CARPENTERS' and MACHINISTS' TOOLS

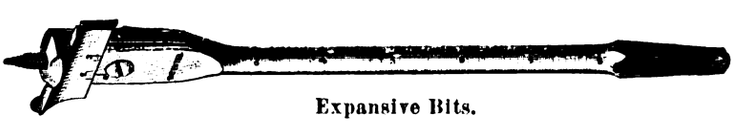
of Highest Quality and Finish.



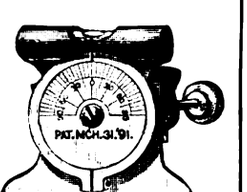
Chaplin's Iron Planes.



Tower's Engineers' Wrenches.



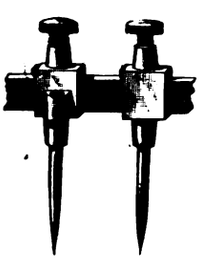
Expansive Bits.
Improved Clark's Pattern. Lavigne's Patent.



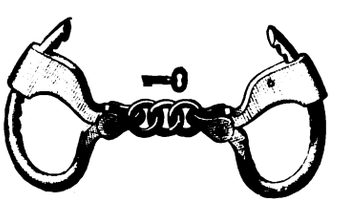
Unique Levels.



Cyclops
Nail Pullers.



Trammel Points.



Tower's Handcuffs and Leg Irons,
Twisters, Nippers, Clubs, Etc., Etc.



Plumb
Bobs.

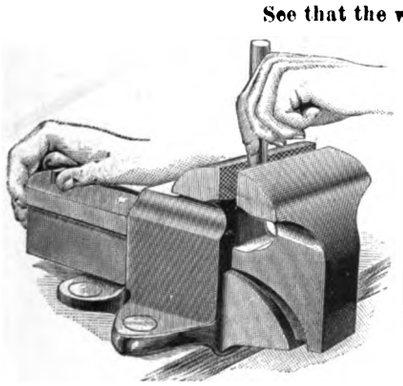


Malleable Iron
Oilers.

TOWER'S CHAMPION SCREW DRIVERS.



See that the word "Champion" is on each Screw Driver.



Stephens' and Snediker's Patent
Vises.
The most popular.
The most convenient.

Whitney Hand Drills.
Belcher's Triangle and Protractors.
Perfection Rule Gauges.
Wood's Extension Plumbs and Levels.
Horizontal Pipe Vises.
Boardman Combination Wrenches.
Gem Pocket Wrenches.
Malleable Oilers and Hand Lamps.
Stephens' Patent Vises.
X. L. Quick Acting Vises.
Dog Collar Padlocks.
Scandinavian Padlocks, High Grade.
Handcuffs and Police Goods.



Martin's Liquid Glue.
For Carpenters, Mechanics, Cabinet Makers, Carriage Makers.

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UNION HARDWARE CO.

TORRINGTON, CONN.

MANUFACTURERS OF

Cycle Skates,

Plain or Ball-Bearing Wheels,



ICE SKATES

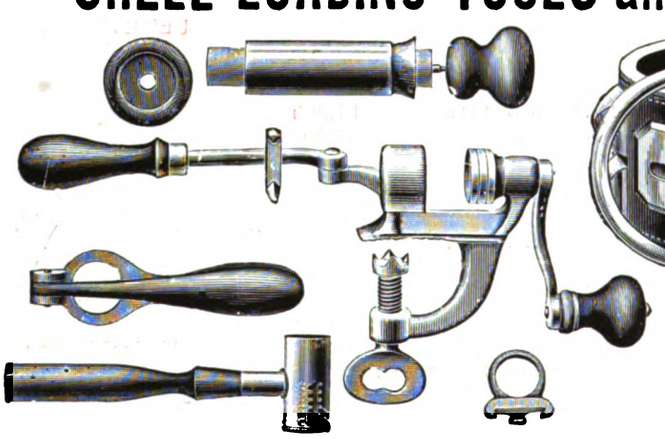
AND

ROLLER SKATES,



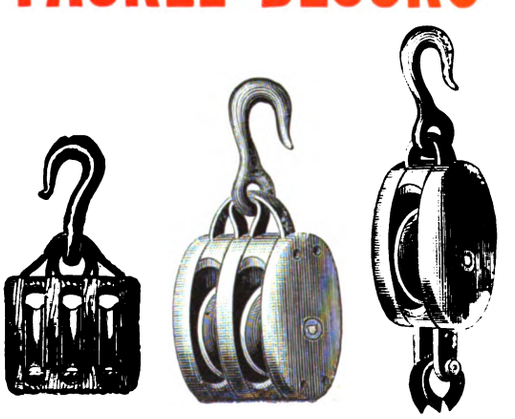
DOG COLLARS and LEATHER GOODS,

SHELL LOADING TOOLS and GUN IMPLEMENTS.





TACKLE BLOCKS



MALLETS, HANDLES

AND

WOOD GOODS.

New York Office, 95 Chambers St., in charge of TOWER & LYON.

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The Smith Bros. Hardware Co.,



COLUMBUS, O.

WHOLESALE ONLY.

Carry one of the largest and most completely assorted stocks of general Hardware in Ohio, or to be found anywhere.

BUILDERS' HARDWARE,
VARNISHES, PAINTS,
OILS, BRUSHES,
MINERS' SUPPLIES,
PUMPS, ROPE,

TABLE and POCKET CUTLERY,
GUNS, AMMUNITION,
FISHING TACKLE,
GRANITE-WARE,
TIN-WARE,

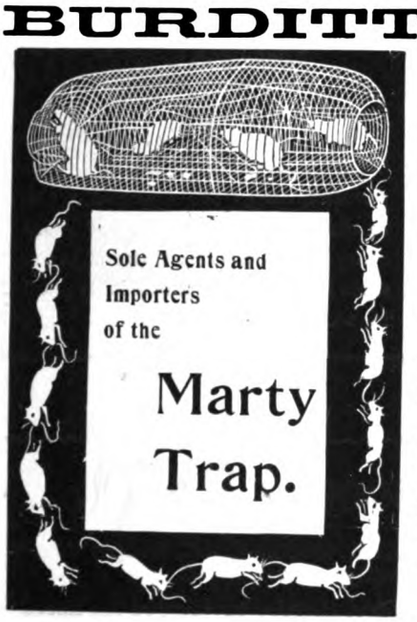
HORSE BLANKETS,
LAP DUSTERS,
ROBES, WHIPS,
BINDER TWINE,
BICYCLES, &c., &c.

MAIL ORDERS AND INQUIRIES SOLICITED, AND PROMPT SERVICE GUARANTEED.

BURDITT & WILLIAMS,

20 Dock Square, - BOSTON, MASS.

ESTABLISHED 1860.



Absolutely the only Trap that will infallibly and continuously catch

RATS AND MICE.

. . . Hardware Dealers should not make the mistake of supposing that the numerous imitations of the **Marty Trap** have the merit of the genuine. The only Trap worth buying is the one actually made at the Marty factory in France, and imported only by us. Notwithstanding the advance in cost of material in France, our stock allows us to offer at present

WITHOUT ADVANCE IN PRICE.



New England Headquarters
FOR THE
"IDEAL" FREEZER.

A NEW DEPARTURE.

Rapidity of Result Never Before Approached.

5 Minutes to Fill Ice Compartment.
5 Minutes to Freeze One Gallon.
And small quantities in proportion.
Freezing May be Done on Dining Room Table.
Unique! Novel! Clean! Convenient!

Especial attention given to the goods of

P. & F. CORBIN

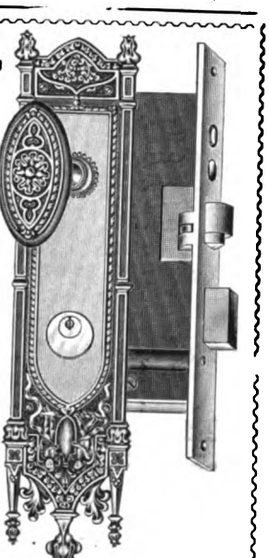


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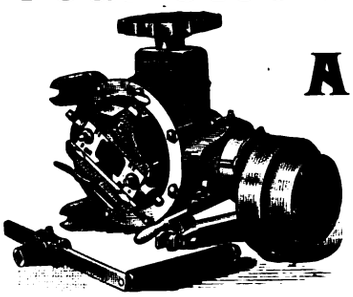
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A New Invention.



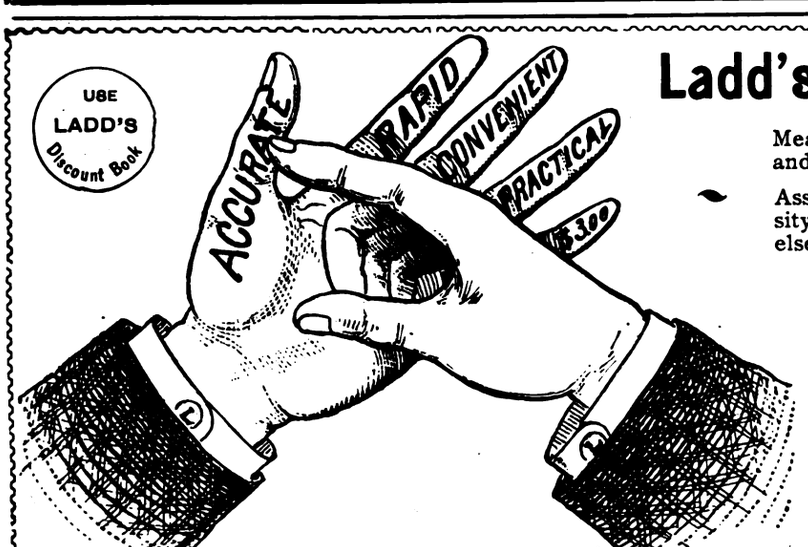
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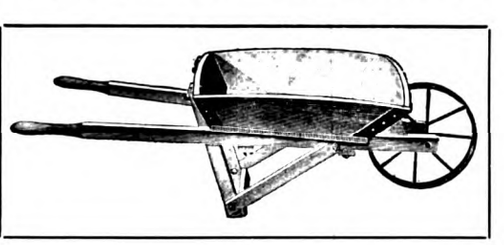
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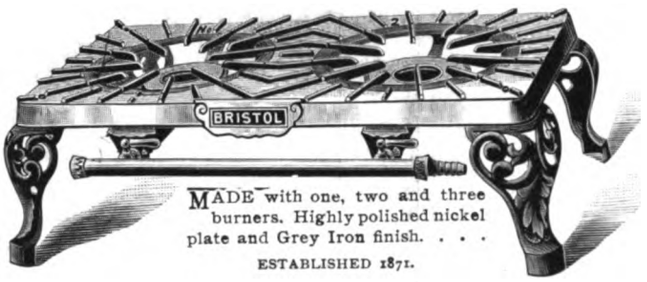
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Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

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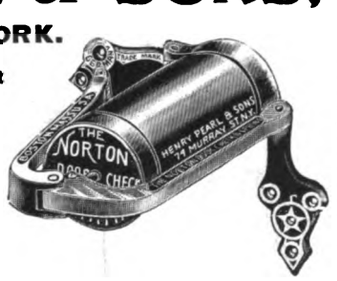
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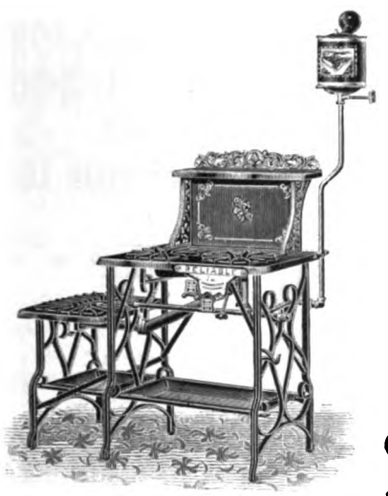
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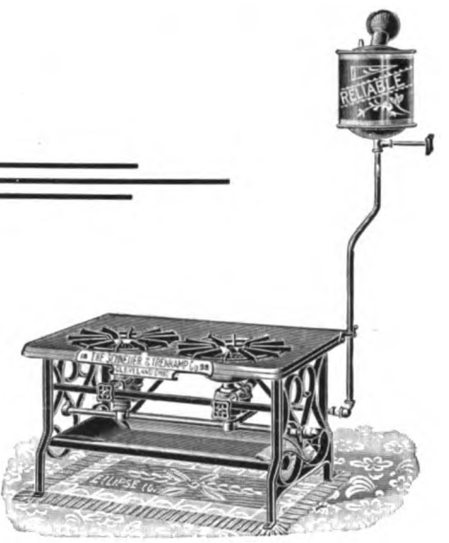
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THE VERY BEST THAT SKILL AND BRAINS CAN PRODUCE.

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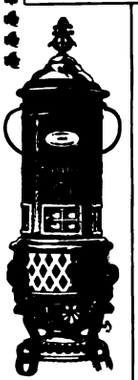


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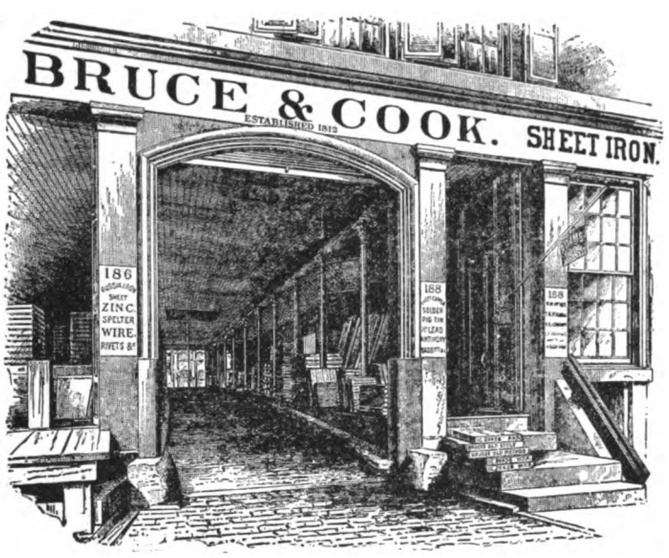
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TIN PLATES AND METALS,

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Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
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Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
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Rosin.
Sheathing Paper.
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Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
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Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
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Taggers Tin.
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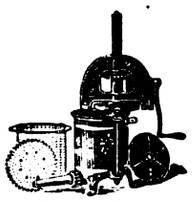
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If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

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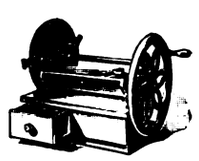
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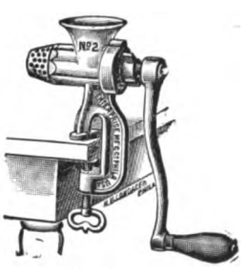
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TINNED

28 sizes and styles, $1.50 to $275.00



No. 5, $2.00



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New York Branch, 10 Warren Street



Power Meat Chopper



New "Rapid" Coffee and Spice Mill



Self-Priming and Measuring Pump

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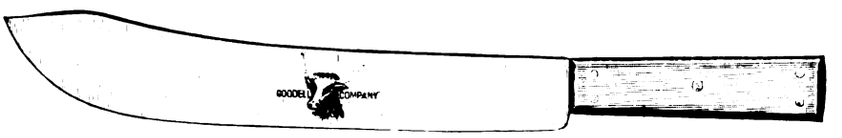
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A BIG CUT

Can be made in a side of beef with a 10-inch Butcher Knife, some one has said, and we add, if it is a **GOODELL** Knife, properly ground, big cuts may be made indefinitely without further sharpening.

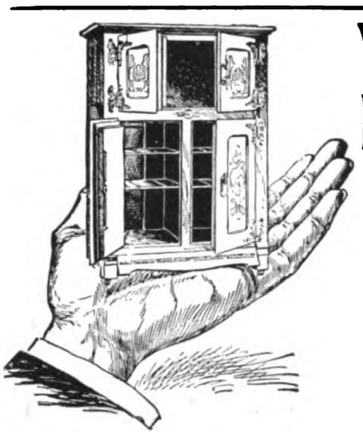
Our Butcher Knives are made in the right way, and from the right material, and take and hold an edge. We used more than sixty-four tons (or to be more exact, 129,792 pounds), high grade crucible and double shear steel in butcher knives last year.

We guaranteed every knife, and, while we do not pretend to say there was not a poor one in the lot, we do say the percentage of unsatisfactory knives was so small as to surprise you.

We make almost everything in the knife line (except pockets) needed in any ordinary cutlery stock, and are now in better condition for prompt shipments than for some time past.

Our New York Office is No. 10 Warren Street.

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As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make insulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

The Leonard Cleanable Refrigerator

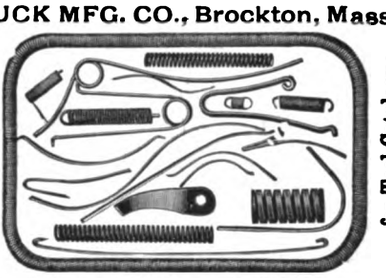
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Tempered Springs of all kinds.

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Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

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R. HEINISCH'S SONS CO., NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

"Bright and Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

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BICYCLE LAMPS FOR GAS AND KEROSENE.



Banner Gas Lamp.

SELF OPERATING.

The lamp regulates its own flame, and requires no attention after lighting.

Carbide chamber cannot be overloaded.

Has Patent Bracket, once adjusted always adjusted; no trouble to remove or replace the lamp.



Dash-Board Bracket for Banner Gas Lamp.

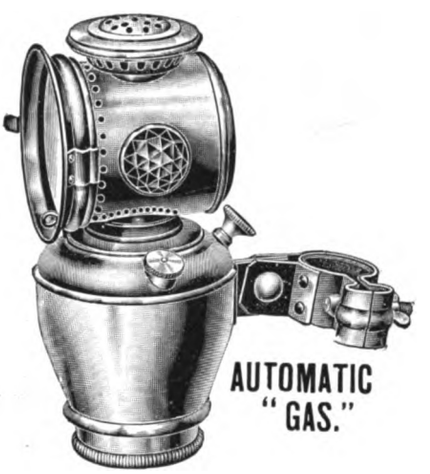
Dust-proof burner ¼-foot fish tail flame.

Burns 4 to 6 hours, according to grade of carbide.

Automatic Gas Lamp.

Burns Pencil Flame, and is as its name implies "self operating." Shows big field of light, requires no attention after lighting, burns four hours.

We recommend for medium volume of light, and those desiring a small light lamp.





Banner Oil Lamp.

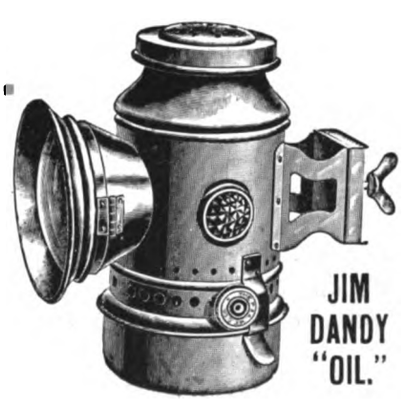
Not an experiment. Guaranteed wind proof. Tested by thousands in past seasons and proven satisfactory. Either rigid or spring back.

OUR 1900 LINE.

Send for Booklets Fully Descriptive.

The Jim Dandy.

The best, cheap oil burning Lamp made. All Brass, Nickel plated. Either Rigid or Spring back.



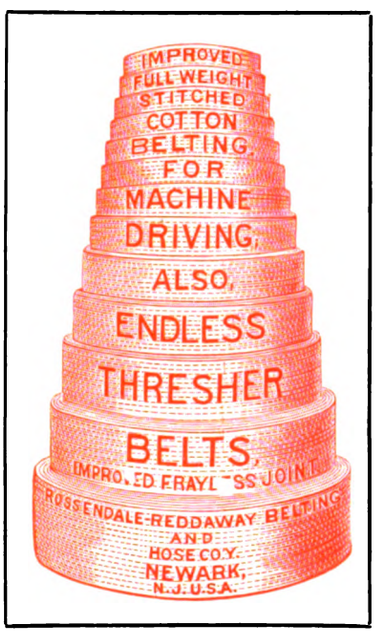
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. . . MANUFACTURERS OF . . .

Stitched Cotton Belting,

"SPHINX" Brand,

for Machine Driving, and

Thresher Belts,

made endless.

Linen Fire Hose,

Red and Blue Line, for Underwriters' Uses.

STANDARD! COMPETITION!

"IMPROVEMENT THE ORDER OF THE AGE."

During the Past Half Century

HELLER BROTHERS CO.

HORSE RASPS, FILES AND FARRIERS' TOOLS

Have been steadily improved in manufacture, kept constantly up to date and abreast with the times. Their Superior Quality sets a known and tested Standard of Excellence.

Made from our own production of Clay Crucible Steel.



Made by Machines of our own Patented Construction.

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Taintor Mfg. Co.,
Saw Sets.

C. & A. Hoffman,
Butchers' and Table Steels.

The Eyeless Tool Co.,
Eyeless Picks.

Hilger & Sons,
Cutlery and Hardware.

Burgon & Wilkinson,
Sheep Shears, Hedge and Garden Shears.

Isaac Nash,
"T. Waldron" Grain and Grass Scythes.

John Harrison & Sons,
Grain Sickles and Grass Hooks.

Needham Bros.,
"Repeat" Pocket Cutlery.

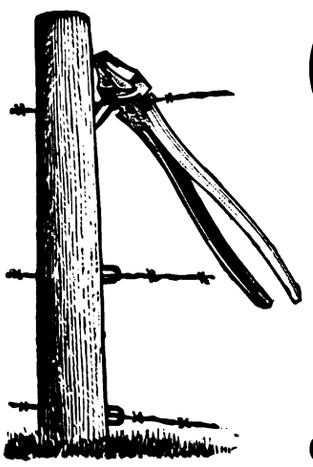
Wm. Hunt & Sons,
The Brades Limited Trowels and Hooks.

Heller Bros.,
Crown Butcher Knives.

NEW YORK MANUFACTURERS' HEADQUARTERS FOR

Peter Wright's Anvils,
German Bright Coil and Halter Chains.
Stubs' Tools and Files,
Chesterman's Measuring Tapes,
Burgon & Ball's Sheap Shears,
W. & S. Butcher's Edge Tools,
Wade & Butcher's Razors and Blanks,
Bengall Razors and Blanks,
Genuine Swedish Razors and Knives,
Sabatier's Cooks' Knives,
Eureka Butcher Knives.

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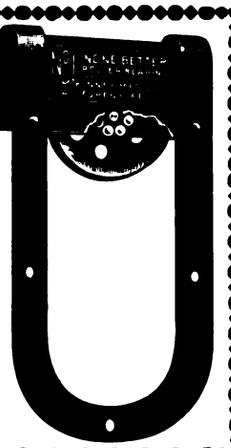


Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.

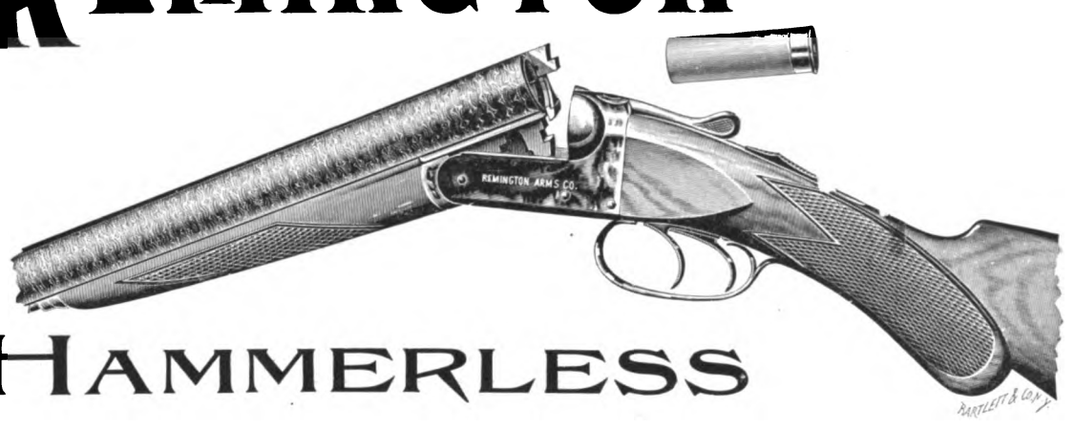


Track & Stay Rollers.
.... Hinges & Butts.

Our Goods are all right. - - - Our Prices are all right.

McKINNEY MFG. CO., Allegheny, Pa.

REMINGTON



HAMMERLESS AND HAMMER GUNS.

DESCRIBED IN FREE CATALOGUE.

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5 FACTORY BRANDS.

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NICHOLSON FILES.

FAMOUS FOR TEMPER AND CUT.

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90% of the Largest Manufacturers and 85% of the Railroads use our Files.

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20 Foreign Governments and one or more of the Leading Dealers in every large city in the World buy them.

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NEW PUSH BUTTON BICYCLE BELLS.

Flag in proper colors. Hard enamel, Brilliant and Durable.

FINEST FULL NICKEL FINISH THROUGHOUT.



DOOR BELLS.

Rotary and Push Button.

With trim in all schools of ornament and every variety of surface finish.



SPECIAL DESIGNS BICYCLE BELLS.

Special Designs for All Purposes.

Features in high relief. Beautifully modeled. Jeweled in emerald or ruby.

New Lock Clamp.

"Electric Results Without Battery."

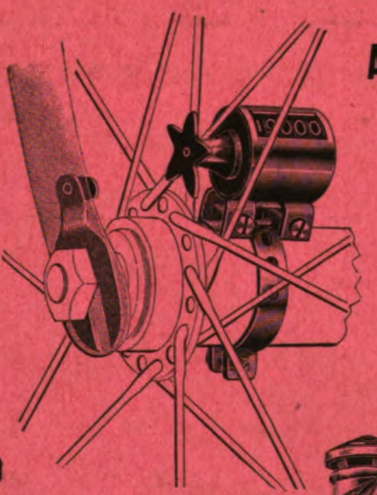
"It tells the tale Where others fail."

The New Departure Security Cyclometer.

CONCEALED TRIP. . . .

Lightest, Strongest, Simplest.

Made from best hard brass and nickel silver. No soft metals.

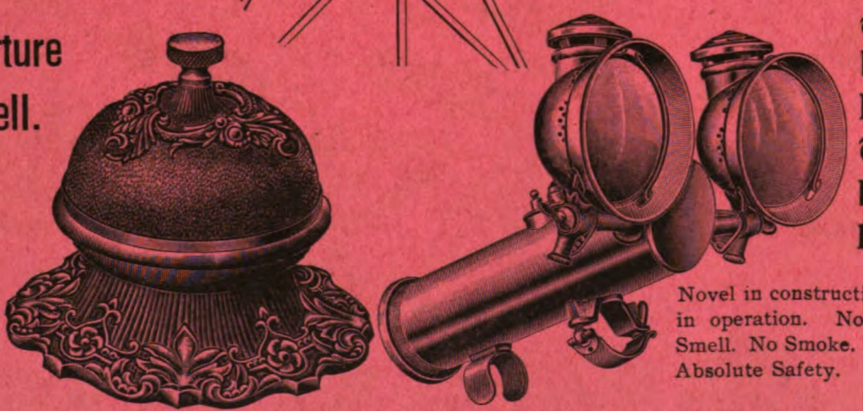


A Full Line of Sundries:

Bicycle Bells, over 100 styles.
Vehicle Alarm Bells,
Motor Car Bells,
Car and Fire Bells,
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Call Bells, Brakes, Pumps,
Coasters, &c., &c.

New Departure Table Bell.

Operated by tip turning to right. Pure bell metal gongs. Handsome designs. Attractive finish.



The New Departure Twin Headlight Lamp.

Novel in construction. Perfect in operation. No Leak. No Smell. No Smoke. No Grease. Absolute Safety.

JOHN H. GRAHAM & CO., *General Selling Agents,* 113 CHAMBERS ST., NEW YORK CITY.

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F.E.KOHLER & CO. CANTON OHIO.



WE SOLICIT YOUR TRADE

F. E. Kohler





THE HARDWARE SPECIALTY MFRS.

The ALLERTON-CLARKE CO., Eastern and Southern Agents, 97 Chambers St., New York City.

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FULLER BROTHERS & CO.,

139 Greenwich St.,

NEW YORK.

Nails and Wire.

Chain.

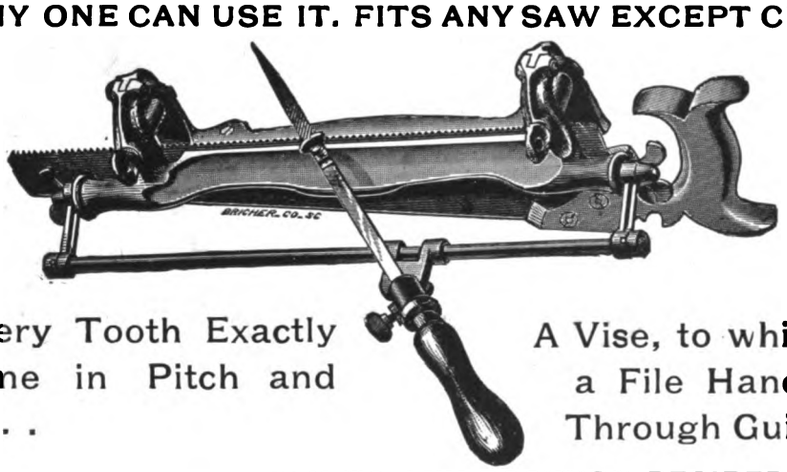
THE ELKINS SAW FILER AND CLAMP.

WILL HOLD AND FILE A SAW PERFECTLY. REQUIRES NO EXPERIENCE. ANY ONE CAN USE IT. FITS ANY SAW EXCEPT CIRCULAR.

Complete in itself.

Always Ready for use.

Light, Strong and Durable



No loose parts to get out of order.

Packed in small Space when not in use.

Makes Every Tooth Exactly the Same in Pitch and Bevel. . . .

A Vise, to which is Fixed a File Handle Moving Through Guides. . . .

ADJUSTS INSTANTLY TO ANY POSITION DESIRED.

A. J. Wilkinson & Co., Sole Agents,

180, 184, 188 Washington St., BOSTON, Mass.

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THE GENUINE

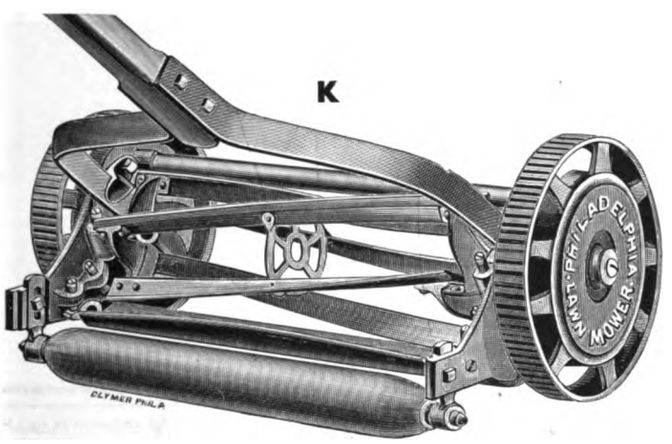
Philadelphia Lawn Mowers,

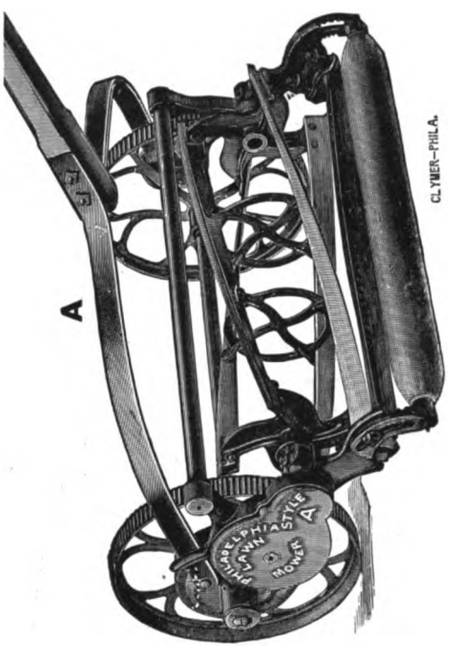
MANUFACTURED BY . . .

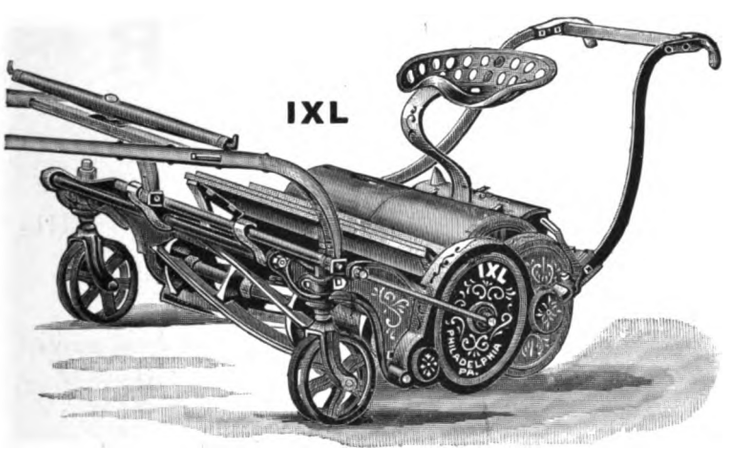
The PHILADELPHIA LAWN MOWER CO.

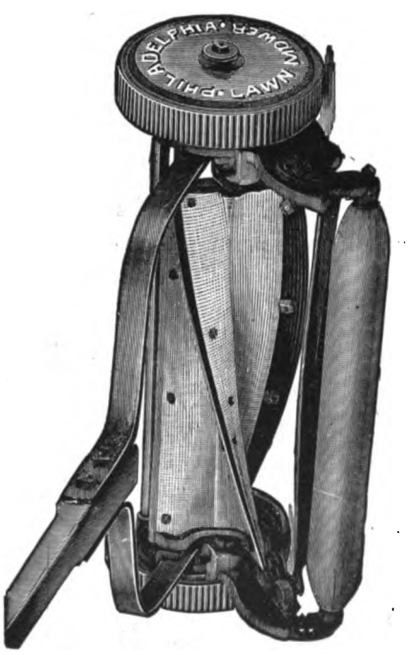
3107-3109 Chestnut Street, PHILADELPHIA, PA.

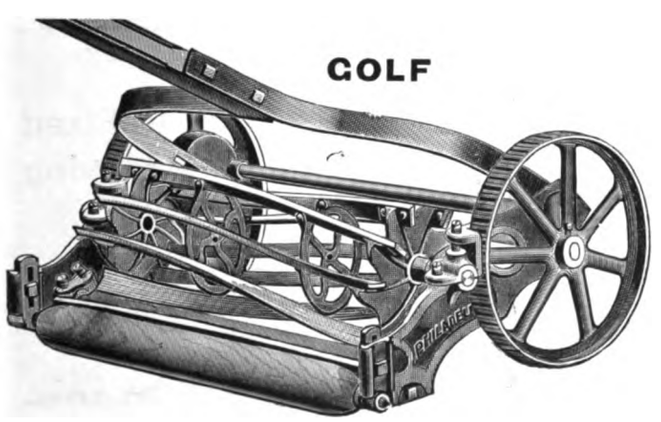
1900



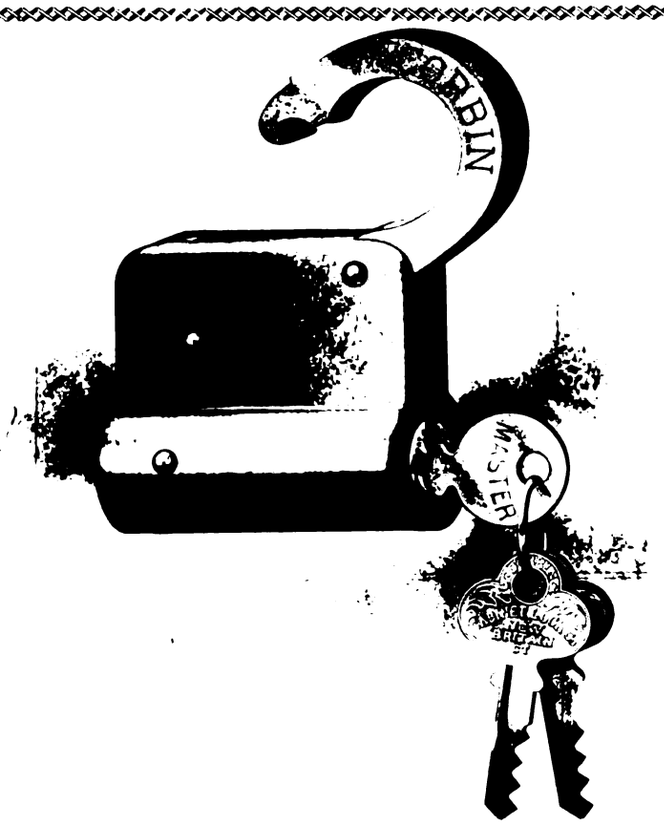








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FINE PADLOCKS.

The largest and most attractive line in the market. Pin tumbler padlocks, with Corbin ball bearing cylinders Wrought padlocks, with artistically designed cases. Heavy cast bronze patterns **Send for Catalogue.**

CORBIN CABINET LOCK CO.,

NEW BRITAIN, CONN.

NEW YORK. CHICAGO. PHILADELPHIA.



Mr. Hardware Merchant:

If you are selling lasts and nails, better sell sorted half-soles too.

We make 7 qualities (7 thicknesses in each); but you can't sell the finest, and had better not sell the poorest.

You want middling grades—not the very finest—not the worst. Most dealers, in your line, do not know that a side of leather contains many qualities; and they are influenced by price alone. We advise you to buy some of X50, X42, and X40; more of B50, B42, B40, and B32; "X" means good quality, "B" fair quality, and the figures mean thickness of package of dozen pairs; 5 4½ 4 and 3½ inches.

Our "C" is too poor; we think you had better sell "X" and "B." "CC" is not fit for anybody or anything, no matter how cheap you get it. Sell what your customers want, and build up and keep your trade; don't sell poor stuff and lose it.

This is the part of the leather trade that you can do, and belongs to you. Handy besides.

If you buy in barrel lots, write us for prices; if smaller, write all the same, and we will tell you what jobbers are near you.

BAXTER SCHENKELBERGER & CO.

350 Congress street, Boston.

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LIFE IS SHORT!



To accomplish much, one must concentrate effort, economize time and energy, and abolish needless detail.

No man recognizes this more keenly than the Hardware Buyer. To cover one entire line in one order—securing at once the Best Goods and the Right Prices—is an advantage that every Shrewd Buyer will appreciate. We manufacture pretty much everything in the

Sharpening Stone Line.

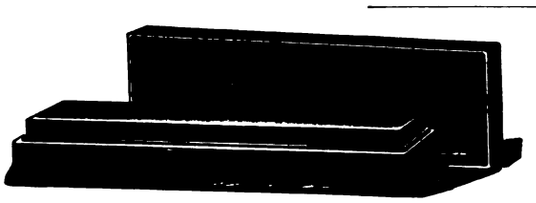


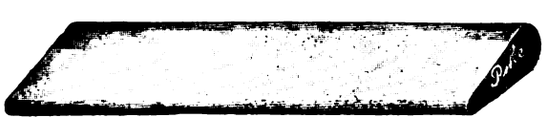


SCYTHE STONES.

Indian Pond, Black Diamond, White Mountain, Lamoille, Green Mountain, etc., etc.

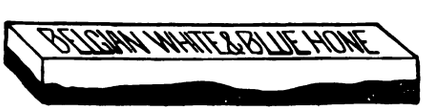
All kinds of Scythe Stones, Domestic and Imported.





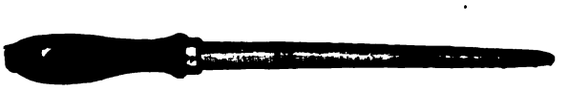
OIL STONES.

Arkansas, India, Washita, Queer Creek, Hindostan, etc.



RAZOR HONES.

Belgian Oil Hones, German Water Hones, Swaty Hones, Japanese Hones, Hone Scraps.



KNIFE SHARPENERS.

Natural Grit Carving Knife Hones, Corundum and Emery Carving Knife Hones, Pocket Knife Hones on Wood Handles.

THE LARGEST AND MOST COMPLETE LINE OF SHARPENING STONES IN THE WORLD.

THE PIKE MANUFACTURING CO.,

NEW YORK STORE:
151 CHAMBERS ST., NEW YORK CITY.

PIKE STATION, N. H.

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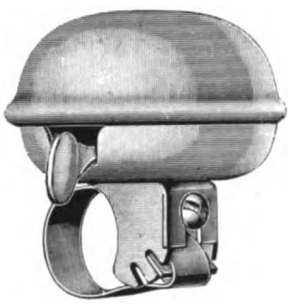
Bicycle Bells and Dog Collars.

We respectfully call your attention to our line of

SILVER CITY BICYCLE BELLS,

Single, Double and Electric Stroke, Band and Screw Clamps.

We also make a full line of Leather and Chain



DOG COLLARS,

WHIPS, LEADS,

MUZZLES, LOCKS, Etc.



SEND FOR CATALOGUE, PRICES, ETC.

MANUFACTURED BY

THE CHAPMAN MANUFACTURING CO.

MERIDEN, CONN.

All Admit that the

Dangler

Lines of

BLUE FLAME WICK AND WICKLESS OIL, GASOLINE VAPOR AND EVAPORATING AND GAS . . .

RANGES AND STOVES,



As Made for 1900 are the

Favorites for Special Merit,

And Especially in Design and Convenience.

WE INVITE CORRESPONDENCE.

The Dangler Stove & Mfg. Co.,

SEND FOR CATALOGS.

Cleveland, Ohio. U. S. A.

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BERLIN IRON BRIDGE CO.

CHAS. M. JARVIS, President.
GEO. H. SAGE, Secretary.
F. L. WILCOX, Treasure

J. H. EDWARDS, Chief Engineer.
E BRADLEY, Mgr. Contracting Dept.

STEEL BRIDGES and BUILDINGS.

Works, East Berlin, Conn., Pittsburg, Penn.
Boston, New York and Philadelphia Offices.

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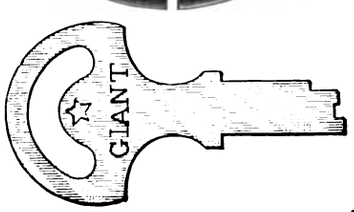
PADLOCKS. . .



Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS made with four tumblers each.



WRITE FOR CATALOGUE.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

WILL IT PAY

To handle a line of paints? is naturally the question that arises when the subject is brought to the attention of Hardware Dealers. That it pays and pays well—is evidenced by the number of dealers who sell our paints. Some of the best firms find it very profitable to handle our goods, and those contemplating laying in a stock of paints should take advantage of our long experience in this line by consulting us.

Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Avenue,

PHILADELPHIA.

117 Fulton St., NEW YORK. **45 & 47 Lake St., CHICAGO**

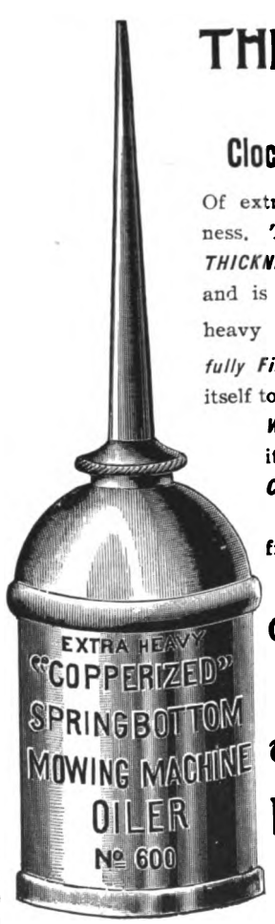
THIS CAN ▲ ▲ ▲

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The ***CYLINDER*** is of ***DOUBLE THICKNESS*** around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** ***Beautifully Finished*** It readily commends itself to all ***AGRICULTURAL*** and ***HARDWARE DEALERS*** on account of its ***Elegance, Durability*** and ***Cheapness.***

Special price on large orders from the Jobbing Trade.



ORDER NOW FOR SPRING DELIVERY.

The Wilmot & Hobbs Mfg. Co., . . .

BRIDGEPORT, CONN. . .

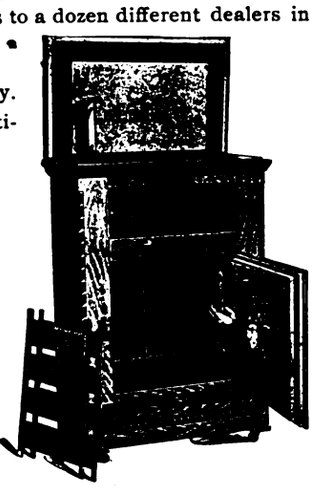
Baldwin Refrigerators.

1900

SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are "right-up to-now." "Baldwins" are not sold under a dozen different names or labels to a dozen different dealers in one town. . . . . .

Our catalogue is ready. It will pay you to investigate.



Baldwin Refrigerator Co., . .

Burlington, Vermont.

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1901

HARDWARE

The Pike Mfg. Co., Pike Station, N. H., want to buy a machine for cutting box boards out of slabs; also a machine for making small handles, dowels, skewers and similar goods from hard wood.

At the meeting on March 23d of the board of governors of the Hardware Club, of New York, the following gentlemen were unanimously elected to membership in the Club:

J. Frank Hackstaff, Advertising, No. 5 Beekman Street.

James A. Farrell, American Steel & Wire Co., No. 71 Broadway.

Vernon C. Brown, Hardware, Gerken Building.

Geo. F. Wiepert, Geo. H. Sargent & Co., No. 149 Leonard Street.

Charles Morrill, No. 35 Warren Street, New York, manufacturer of saw sets, punches and other mechanics' tools, on or about May 1st intends moving into the fine new building corner Broadway and Chambers Street, known as the Broadway-Chambers, where handsome and commodious offices have been rented.

On Saturday evening, March 31st, nearly three hundred employees of the John Pritzlaff Hardware Co., Milwaukee, Wis., participated in a banquet which was tendered them by the company. It was held in the main dining-room of the Plankinton house in that city. The banquet was designed to commemorate the successful completion of a full half century of work enjoyed by John Pritzlaff in the Hardware business.

Our editorial sanctum has been beautified recently by the reception from the Coldwell Lawn Mower Co., Newburgh, N. Y., of a highly-artistic picture showing Cupids in various attitudes and clothed in the all-together, disporting with Imperial lawn mowers over a finely illuminated lawn. This novel and attractive conceit in a line of advertising not usually so original in character is a quite noticable deviation, and attracts considerable attention.

The next meeting of the New England Hardware Dealer's Association is called for April 11th at the United States Hotel, Boston. There will be, as usual, a subject for discussion, which will be: "What new lines of goods can be added to the retail Hardware stock that may be sold with profit by the dealer?" The members of the Entertainment Committee for this meeting are D. Fletcher Barber and Hiram G. Janvrin, of Boston, and Samuel H. Thompson, of Lowell.

The Warren Axe & Tool Co., Warren, Pa., contemplate adding greatly to their facilities for manufacturing the axes and tools, with which their name is identified. They have recently let a contract for a new steel-frame building. It will be equipped with two boilers of 50 horse-power, two engines of 50 horse-power, two feed-water heaters, two pumps and a blower. The company are sole manufacturers of the Sager patent chemical process axe. The officers are Wm. Muir, president; H. P. Stone, general manager and treasurer, and F. S. Shreves, secretary.

The Troy *Times* states that the American Axe & Tool Co. has decided not to rebuild the scythe shop at Ballston which was destroyed by fire recently. This means a serious loss to Ballston, as 100 men are deprived of employment. The plant was established sixty years ago by Isaiah Blood.

George B. Curtiss, No. 96 Chambers Street, New York, Hardware manufacturers' agent, etc., on or about May 1st will remove to Nos. 84–86 Chambers Street, where he will have double the floor space now occupied by him. The building having passenger elevator and modern improvements, his new location will be found an exceedingly advantageous one.

Phillip Gross Hardware Co., Milwaukee, Wis., who have put in a complete line of guns, rifles, baseball and other sporting goods, would be glad to receive copies of catalogues, etc., from the manufacturers in this line.

The series of articles contributed by G. H. Dirhold, Rockford, Ill., in the columns of *Hardware* upon the subject of the sale of sewing machines by the Hardware trade is concluded in this issue. He desires to dispose of the series in shape for booklet purposes to a single jobber in any State who may contemplate the sale of sewing machines to his established trade. He may be addressed as above.

E. Bertram Pike, treasurer of the Pike Mfg. Co., Pike Station, N. H., intends sailing on the *Kaiser Friederich*, of the Hamburg-American Line, April 12th, on a European trip, one of the principal objects of which will be to install their elaborate exhibit at the Paris Exposition. It is part of his programme to spend a few days at the razor-hone quarries in Belgium, and make a business trip to Germany and other localities, returning to the United States early in June.

Charles Parker Co. and Parker Bros., now at No. 90 Chambers Street, New York, will, on or about May 1st, move to No. 32 Warren Street, on the northeast corner of Church Street. They will have much more commodious and better lighted quarters, 85x25 feet, consisting of street floor and two basements. The main floor will be used for sample rooms, the stocks being carried on the other floors. It is intended to have a special department for lamps, and considerable space will be used for displaying a new line. The establishment is exceptionally well lighted, even to the subcellar. The floors are steam heated, and there are two elevators.

Underhill, Clinch & Co., No. 94 Chambers St., New York, agents for "Bradley" line of axes and tools, and jobbers in Hardware and kindred goods, have at last decided upon making some important changes in their business quarters in order to accommodate the large increase in their business brought about by the prosperous conditions of the present times. They have leased the entire building next door, No. 96, and this being an exact duplicate in area of the building now occupied by them, will give them five floors and two basements. This, by doubling their present capacity, will enable them to use fourteen floors after May 1. No. 96 will have the store floor fitted up as a sample room, while the street floor in their present building can be used for their requirements in city orders and local delivery. It is in contemplation to reserve one of the basements, entirely for the shipment of out-of-town orders. Among the improvements will be an electric elevator in No. 96, which in addition to the one already in use, and a dumb waiter, will greatly facilitate the prompt shipments for which this progressive firm is noted.

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HARDWARE

VOL. XXI. APRIL 10, 1900. NO. 1.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

1890.—"Hardware."—1900.

As is only too manifest in our offering to-day we are in the hands of our friends and are permitted to return their compliments with emphasis. This interesting issue of *Hardware* is an outcome of the admiration and support of its friends and subscribers, who have made it possible for the tenth anniversary of its prosperity to be celebrated in this unmistakably joyous manner.

In the glory of the present moment we but reflect the prosperous conditions of the noble industry, whose interests we espoused a decade ago, and have never faltered in our fidelity from that memorable day; never, through all the years of adverse conditions, gloom and uncertainty, even up to the present moment when the sun of industrial activity gilds the hill-tops of American labor with hope and encouragement, and scatters over the labor filled valleys, with their glowing forge fires the certainty of employment in plenty, for many months to come.

It is right and proper for our hearts to be filled this day with gladness; our souls to be lifted up by the garnered fruits so lavishly showered upon our efforts in doing honor to this the tenth anniversary of our birth.

It will need but a casual glance through the varied contents of this issue of our paper to see how grandly our patrons have responded to the inspiration of the occasion; and in the most artistic and graphic manner, filled our pages with their several announcements; coming "not singly but in battalions;" not alone in individual pages, but in double, and even quadruple strength; testifying to their appreciation of a Hardware trade journal that is all its name implies; undeviatingly loyal to a single industry, and supporting by its sustaining influence every high impulse and honest endeavor emanating from its devotees.

In testifying our gratitude to the patrons of our journalistic enterprise, now ten years old, we desire to return our sincerest thanks to those faithful friends who have stood by us since the inception of our career; who have placed implicit confidence in the honesty of every motive which has guided our journal to its present successful issue. We thank them most heartily, not with the ordinary acknowledgment of courteous speech but from the depths of a heartfelt gratitude. To those who are with us heart and soul on the present occasion, we ask the meed of their honest appreciation of our earnest endeavor, and the promise, that if we continue to deserve their consideration and support, a fair share of their favors in the future may prove the precious jewels in the crown of success, which we hope will continue to make *Hardware* the shining example it has ever been since its foundation.

To those of our faithful friends and correspondents, who have embellished our pages by the thoughtful articles we are gratified to print in this Anniversary Number, we return our sincere thanks. Coming from gentlemen of experience, busy as they all are in the prosecution of a business requiring from its followers more than an ordinary amount of mental application and honest labor, we thank them most heartily for this evidence of their appreciative commendation and we ask only for an opportunity in the future to show some degree of reciprocation. We are confident that in witnessing the success of our paper they cannot regret the feeling of having contributed to the accomplishment of this end.

We trust that the prosperous conditions surrounding the Hardware industry at the present time will remain with us, and prove the basis of successful achievement for years to come—"That all the clouds that lowered upon our house, are in the bosom of time's ocean buried;" that the present year be blest with good fortune, although customarily regarded as one of uncertainty and unfruitfulness, on account of the political agitation which usually accompanies a Presidential election. May it be enabled through business activity to still pursue the even tenor of its way, experiencing no unprofitable setbacks, no interruptions to national progress, no check to our commercial advancement, until the integrity of American labor, the majesty of our mechanical supremacy, shall be known and acknowledged in every portion of the world where a demand is created for the products no country can like our own so thoroughly supply.

Editorial Trade Review.

The manufacturers are not exclaiming loudly that the orders are coming in so fast proper attention cannot be given to them, and prompt shipments need not be expected. This may have been the case last year, when they solicited gladly the early orders they subsequently obtained, and they were orders in which a strata of speculation as to quantities enabled the manufacturers to take plenty of time in filling a number of them, even running over the first of the new year.

The result is manifest at the present time, in the absence of orders of any especial volume for Spring requirements. The road representatives of prominent

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producers found the specifications for Spring trade dwarfed exceedingly in many sections, by excess of goods on hand stored in jobbers' warehouses and awaiting the natural movement of the season's traffic, to stimulate which concessions are frequently made by the jobbers themselves, while the manufacturer holds fast and firm to prices based on present costs of raw material, on which few, if any rebates of moment have so far influenced the market.

It is firmly believed, however, by the jobbers and their travelers that the retail trade is not so largely stocked up; this branch of the business is not so apt to have a large surplus lying idle in bank, and consequently are not so prone to speculate in their purchases. The retail requirements change materially from season to season by over anticipations regarding the extent of local business, and frequently the least sanguine are apt to be safely conservative and become the best buyers in a waiting season like the present.

The builders, who have been figuring on quite an impetus being given to their industry this Spring, are greatly handicapped by strike disturbances, a general demand for increasing wages or shorter hours—virtually the same; this, with the comparatively higher quotations governing their Hardware requirements as well as in other departments, have limited actual employment and stultified enterprise.

The disturbing influences among the mechanic forces of Chicago and Cleveland checked purchases for shop supplies and factory requirements, the file trade being the principal one which seems to have prospered with a good demand, notwithstanding the advanced prices which are thoroughly established and carefully maintained.

In making comparison with the sales of a year ago, on the dollars and cents basis of value, it must not be lost sight of that everyone at the earlier date was impressed with the idea that a general advance in prices was being fostered, and it behooved the trader to make his season's purchases as early as possible to obtain certain advantages.

The steady market on wire products, which has so long been without material change, does not appeal to the general purchaser of large stocks, and no large increase is noted in such sales. No important concession in price is looked forward to by the trade, nor is any advance of moment anticipated. The market will be governed entirely by the significance of the Spring demand, which during this month must show its strength or weakness, stocks in the meantime being accumulated at the mills.

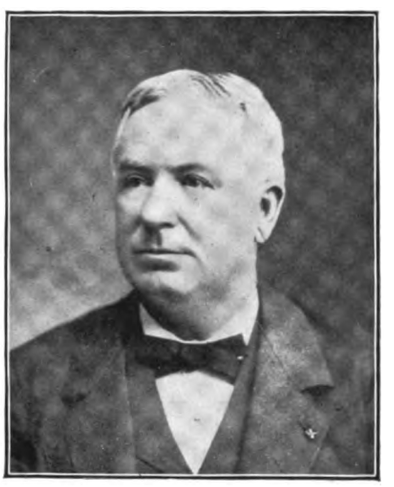
How Are Hardware Jobbers To Meet the New Conditions?

Since your last anniversary number was printed there have been so many important changes in the conditions and methods of doing business, that it seems proper that we should in some way try to discover why such important changes have been made and how we can best accommodate ourselves as jobbers to the extremely new conditions.

The past year has without doubt been the most notable and the most profitable one in the memory of the present generation of Hardware men.

One year ago advances were made daily, buyers were fairly tumbling over each other in the race for placing orders, purchases were made regardless of quantity and apparently without comparison to the amount usually sold during previous seasons. Manufacturers were quickly loaded up with orders far in advance of their ability to produce, and were compelled to advance prices to a point where buyers would hesitate to make contracts that they might see some date in the future when they could hope to close up their back order books.

There is no doubt that the formation of many large incorporations who merged practically all the plants making goods in their respective lines made it possible to make and maintain most of the advances thus made. The idea soon became prevalent that the surest and quickest road to wealth was through the abolishment of anything in the way of competition, hence many, perhaps most of the manufacturers of iron and steel and other metals, and of all sorts of merchandise made from metals, were eager to form friendly alliances with those who had been hitherto sharp and defiant competitors. Many combinations were formed, and as soon as any one line of goods was placed in the hands of any of the so-called syndicates or large incorporations, the prices, with scarcely an exception, began to advance. That the combinations thus formed proved exceedingly profitable there is no doubt. That the pools, syndicates, trusts or other large aggregations of



COL. JAMES R. NUTTING.

capital formed to reduce or to do away with competition, have come to stay I verily believe.

Our relations to the manufacturer have changed. Only a short time ago he came to us to sell; we now go to him to buy. The seller has the advantage, his prices and terms are arbitrary. We can buy or let alone. Of course, as a rule we have the preference, but if we do not accept the conditions gracefully, the manufacturers can market their wares direct to the consumer, retail trade or department stores.

On the other hand, competition among ourselves is as fierce as ever. Expenses of doing business are growing greater. Margins are gradually getting smaller. Would it not be well in order to enable us to meet the present radical changes in conditions to also consider the advisability of forming some sort of a friendly alliance that would aid us in getting better returns for our labor and for capital invested as Hardware distributors.

James R. Nutting.

Visitor in Bird Store: Is this the place that advertises for a man to retail imported canaries?

Bird Merchant: Yes. Are you looking for a job?

Visitor: No, I came in just out of curiosity. I was wondering how the birds lost their tails.

A solder for aluminum has been patented by an Illinois man, the components of the material being an alloy of tin, bismuth and zinc, the tin being considerably in excess of the other ingredients in the solder.—*Ex.*

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

QUESTION.—Some years ago, being in need of money, I made a mortgage on my property in New York, and agreed to pay the lender more than the legal rate of interest for the loan. The loan has become due and my creditor has demanded payment of the loan and interest; I should like to be advised of my legal rights through the legal column of your paper.

REPLY.—In New York State all mortgages and other contracts, except call loans over $5000 and one or two other exceptions, are void where more than the legal rate of interest is taken or bargained for. You may sue in equity to recover the usury paid, if any has been paid, or for the cancellation of the usurious instrument by depositing or tendering the principal sum borrowed and legal interest to the lender. The borrower may set up usury as a defense to the mortgage. This privilege is however personal to the borrower, and does not extend to his representatives or his assignees. If the lender was an individual banker within the State, or a State bank, the same rules as apply to usurious loans made by national banks would apply, and the interest alone and not the principal would be forfeited. In New Jersey the penalty for usury is forfeiture of all interest with costs. The States have different usury laws, some States having no usury laws. New York is among those whose laws are the most beneficial to the borrower.

QUESTION.—Immediately prior to our late war with Spain I and my partner were in partnership with a Spaniard who represented our interests in Spain, and who during the continuance of the war resided there. During the war my Spanish partner made several contracts in the name of the firm, which contracts were, as he knew at the time he made them, contrary to the policy of our firm, and which I repudiated as soon as I heard of them. Are these contracts binding on our firm?

REPLY.—A partnership between persons residing in two different countries is at least suspended, if not determined, by the breaking out of war between those countries. We are, therefore, of the opinion that your partner could not bind your firm by an act of his as the agent of the firm during the continuance of the war.

QUESTION.—Some time ago I rented a building which I still occupy under my lease. Within the last few months my landlord's neighbor built a large building next to the one which I occupy, and as a result my landlord's building has settled to such an extent that the Building Department in New York City has condemned the building as unsafe, and has given my landlord orders to make repairs or tear down the building. The landlord has made certain repairs and has damaged some of my goods. Can I sue the landlord for damages to my business caused by his making these repairs?

REPLY.—It has been held that a tenant is not entitled to damages for an entry by the landlord upon the requirement of the Building Department for the purpose of making repairs necessary to place the building in a safe condition, where due care is taken to avoid interfering with the business of the tenant. On the facts as they are here presented we are of the opinion that you could not recover damages from your landlord unless he failed to exercise due care in the performance of the requirements of the department.

QUESTION.—I delivered goods to my agent in Albany, N. Y., to be sold there on my account. Two days after the goods arrived they were destroyed by fire. I wish to hold my agent responsible for their loss. Can I do so?

REPLY.—In the absence of any special agreement between you and your agent to the effect that the agent would be responsible for the loss of goods by fire, you cannot hold your agent liable for the loss unless you can show that he was negligent in the care of your goods, and that on account of this negligence they were destroyed.

Tower & Lyon's Specialties.

This old-established firm has been among the substantial patrons of *Hardware's* advertising columns ever since the earliest numbers, and in the present issue they occupy a prominent position on page 13, while on the succeeding page the Union Hardware Co. exploit their varied products with equal force.

The Tower & Lyon lines of Hardware Specialties and Fine Tools are everywhere recognized as of the highest quality and finish. Chaplin's Patent Planes have met the appreciation and approval of the best mechanics, the corrugated bottom giving ample air space, reducing the friction to a minimum, the checkered rubber handle giving a firm and easy hold.

The Champion Screw Drivers, invariably referred to as the standard, are too well known to need description. The Champion Cabinet Screw Drivers are made with slender blades for special and light work.

The Clark's Improved Pattern Expansive Bits give an improved method of adjusting the cutter, and have the shank graduated for depth; they are of superior finish, and thoroughly tested and guaranteed.

The Cyclops Nail Puller, with curved foot handle, gives the operator absolute control, enabling him to guide both jaws clearly and quickly, and saves any chance of injury to his hand from the blows of the ram.

Tower's Combination Engineers' Wrench is a combined nut and pipe wrench, made in long and short nut, and with pipe cutter. The sliding jaw supports and stiffens the bar. When used as a pipe wrench the pawls grip and release the pipe quickly and firmly without crushing.

Mention should also be made of Wood's Patent Levels with extension sights, Scandinavian Padlocks, Kraeuter's Tools-Ticket Punches, Calipers and Dividers, etc.; also of the unequalled line of Police Equipments, Tower's Double-Lock Handcuffs and Legirons, long conceded as the standard, both at home and abroad.

Among their leading specialties are the Stephens' Patent Vises, with cam and lever joint, which are "old and reliable," and unequalled for strength, firm hold and quick work. The Snediker's X L Rapid Vises have the advantage of instant quick adjustment, with the powerful, sure grip of the ordinary screw vise. They are made of extra weight, and possess superior strength and solidity.

Special attention is invited to Martin's Liquid Fish Glue, which is claimed to be of the utmost purity and of the greatest adhesive strength. It is put up in Martin's improved cans.

The line of Union Hardware Co. goods represented by Tower & Lyon is shown on page 13. They are leading manufacturers of Ice and Roller Skates, Dog Collars, Gun Implements, Wood Goods, etc.

Taking it all in all, the progressive house of Tower & Lyon may well be noted for the many lines of great utility controlled by them.

Reform in Second-Class Mail.

The House Post Office Committee recently ordered a favorable report on an amended bill excluding books or reprints of books from the mails as second-class matter, and raising from one cent to four cents a pound the rate for unsold publications returned by news agents.

A recent survey established the number of glaciers in the Alps at 1,155 of which 249 have a length of more than 4¼ miles; the French Alps contain 144 glaciers, those of Italy 78, Switzerland 471, and Austria 462.—*Ex.*

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HARDWARE TOPICS BY THE WAY.

The cycle combine has failed to scare. That means half the battle lost.

The markets are truly electrified, but generators burn out occasionally.

People who are so busy that they forget to advertise are easily misled by streaks of prosperity.

The longitude of some buyers' views admits of no latitude. It's simply beyond the horizon of reason.

America now practically controls the file markets of the world. All competitive quotations are filed away.

Akron's new consolidated rubber plants are what the trade looked for. The India is now working on triple expansion.

Texas item: A rubber-heeled drummer fell victim to a hob-nailed boot. He was trying a new curry comb on the typewritist and didn't know she wore a wig.

The wick-burning stove has been variously superseded by wickless types, but the trade insists that the latter are no practical improvement. Doubtlessly the users back them up.

Cincinnati promises itself little of the automobile industry for many years to come. She hasn't the levels for the successful operation of autos as at present constructed, and is too big a horse carriage market.

Ohio reports an unprecedented activity in the "Corporation mill" market. Of the concerns applying for incorporation papers during the past twelve months, about 40 per cent. represented Hardware and metal interests, including specialties in cycle and autovehicular lines.

A Western Hardware house advertises through rubber stamps, i. e.: Any patron of the house may have executed free of charge all the rubber stamp paraphernalia he may need. The pads and stamps bear the business insignia of the donor, and a special department is devoted to this enterprise. The popularity of the gift is apparent in the popularity of the house.

The shortage of coal, especially the demand now accruing to Southern ports from Central and South America and the West Indies, will likely lead to a general development of what is commercially known as briquette coal. This production could be handled by the Hardware trade as regards the domestic uses it might be put to, and another decade will, no doubt, commercialize it generally.

The United States exported into Canada during the past year in Hardware, cutlery and edged tools over $1,338,000 worth, or about 79 per cent. of the entire import receipts. The percentage may reach a still greater figure during the current year, for more factors are looking for Canadian business. Great Britain is already outclassed, and under present conditions can not recoup any of the trade that now goes to the States.

An Ohio dealer arranges the text of his advertisements according to States. His last announcement embodied the lines of New York State manufacturers he carries, described thus: Albany Stoves and Ranges, Hoosick Falls Harvesting Machinery, Schenectady Electric Appliances, Seneca Falls Pumps, Peekskill Heaters, Cortland Wagons, Herkimer Office Desks, Poughkeepsie Horseshoes, Buffalo Railroad Supplies, Middletown Saws and Walden Cutlery.

I noted a peculiar mode of advertising in Cincinnati. In the lobby of the gas company's offices several types of ranges and stoves manufactured in Cincinnati are permanently exhibited. The walls are decorated with the advertising signs of Hardware dealers handling these. Of course, most of the specimens exhibited or referred to are gas fuel appliances. The idea is certainly worth a good many orders, and might be patterned after to advantage in other cities.

Especially active are, and promise to continue indefinitely, the demands for mining specialties and appliances. This is not only fact in the iron ore mines of the Northwest, but the mining districts embraced by West Virginia and Alabama. The new South is developing new institutions in addition, such as petroleum and lumber, not to mention the new industrial life which ruling cotton product, wool and tobacco prices have infused. These sources alone will guarantee 25 per cent. additional business during the year.

The delegates attendant upon the O. H. A. Convention at Cleveland will long remember the hospitable reception they received at the hands of the associate members of the trade. The Sherwin-Williams Co , always flagged for such occasions, made an especially favorable impression upon the visitors, and the company, no doubt, scored many a lasting advantage over its more conservative townsmen. But, "red paint" was nowhere in evidence, for it was a typical Rev. Sheldon crowd, not having any faith in the indiscriminate mixing of wine and iron.

A practical specialty often leads to great success. The manufacturing centers of Ohio teem with the exemplars to bear me out. In fact, Ohio first became famous through her Hardware specialties, and yet maintains an unrivalled position in the specialties now staples. But I have in mind F. E. Kohler & Co., of Canton—a plant which evolved from a single posthole digger and curry-comb specialties. And the opportunities for special manufactures are now larger than ever, though every phase of Hardware trade requirements and desiderata is so well covered there seems but room for positive improvements

In some trades, high prices have a tendency to increase the consumption. This was especially notable in the tinware industry, the can makers' several raises of late being always followed by an increased demand from all sources. On the whole, however, the ruling high prices have reduced consumption one-third or probably two-thirds as regards wire fencing. In the South, for instance, where water pipe is largely used in windmill and similar construction work, the high prices have reduced the demand to practically nil. In the aggregate volume of business, these discrepancies escape notice, and since profits have been generally satisfactory—especially to combine factors—these consumptive shortages are practically ignored.

The past year was the record-breaker of the Great Lakes navigation interests, involving greater tonnage and profits to vesselmen than conditions warranted. And then the season closed with an additional 40 per cent. of business on

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the docks, in warehouses and on the rail to be forwarded. The season of 1900 opens, therefore, with a rush, and the new tonnage offering and in sight will insure an immense total. The Cleveland Hardware interests and, in fact, all the principal shippers from Buffalo to Duluth, gauge this outlook to mean a probable 25 per cent. volume increase during the present season. Mining, lumber business, ship chandlers and sporting goods, and general farm staples, will likely represent the bulk of this increase, but it is generally predicted there will be formidable movements to the Northwest of builders' Hardware and structural iron.

'Tis true, probably 75 per cent. of our manufacturers have orders enough in hand or in sight to pre-assure a six months' steady and busy run. Some of these have practically retired from active solicitation of business, relying solely upon market prognostications and the spontaneity of the demand, even going so far as to cancel all their advertising. These men will find themselves brought around with a sharp turn after the six months' guaranteed business has run out. There will be a cessation of over-activity just as soon as the producing sources have equalled the demand, and there will follow slump after slump, for the quota of rush orders will practically fall away. The canceling of advertising contracts and reduction of other expenses necessary to maintain the equilibrium of the demand is certainly a very shortsighted policy that may have serious effects.

The cheap rate and gratis excursions inaugurated by the Cleveland Chamber of Commerce for the benefit of country merchants and local manufacturers and jobbers, has probably attracted 15 per cent. of new trade that would otherwise have gone to travelers or to some other market. This enterprise is perfectly legitimate. The merchants' excursions, however, are creating havoc with country merchants and retaliatory measures are being suggested, such as boycotting certain travelers, etc. This would be foolish inasmuch as the country press could exert the influence necessary to wean the townspeople from the illusion that they are saving a lot of money by taking advantage of these shopping excursions. About a decade since, the Cincinnati merchants inaugurated like excursions, but Cincinnati is actually the mecca of thousands of country buyers who would have to go to Columbus, Louisville or Pittsburgh in order to cover many of their wants.

The Paris Exposition will be the opening wedge of American representation abroad. Many of the men going thither will combine business with pleasure, and probably remain abroad and establish themselves as manufacturers' agents. The prospects in Europe for such enterprise were never so bright. Of course, it will require about a year's time to become fully "orientalized," i. e. to become conversant with the wants and whims of the European trade. The average European will regard the "American interlopers" with a jealous, if not suspicious, eye at first, especially since some fool consular agent has allowed a report to get into print to the effect that Americans were flocking to Europe with a view to ascertain factory and mill secrets, but after being acclimated, the conditions will be found quite advantageous. Proficient knowledge of the native languages would, of course, be of invaluable service, and American manufacturers would do well to select representatives of some linguistic ability.

Cincinnati, Ohio. John B. Rindfleisch.

Caller—Is Mrs. Brown at home?

Bridget (new domestic)—Yes'm, she's home. But won't yer plase put yer tickets in me mouth?—me hands is wet!

The name of Wayne is the title or part of the title of more places in the United States than any other.

Big Copper Plant May Be Moved to Buffalo.

From a special to the *New York Commercial* it is learned that a syndicate has been formed in Buffalo, N. Y., to buy a controlling interest in the Randolph-Clowes Co., of Waterbury, Ct., one of the largest copper and brass manufacturing concerns in the country, and the plant will be moved to that city.

Charles H. Keep, Secretary of the Buffalo Merchants' Exchange, is one of those who have worked hard to bring the enterprise to Buffalo. He is reported to have said:

"Early last Autumn it was brought to the attention of the Buffalo Merchants' Exchange that the opportunity existed to purchase and remove to Buffalo the plant of the Randolph-Clowes Co. of Waterbury.

"The plant consists of one of the largest and best equipped seamless brass and copper tubing mills in the United States, also a sheet brass rolling mill, a copper sheet rolling mill, brass rod mill, brazed tube department, kitchen boiler department, department for the manufacture of plumbers' supplies, etc.

"Edmund Hayes, Franklin D. Locke and Maurice B. Patch, of the Buffalo Smelting Co., went to Waterbury and inspected the plant, acquiring valuable information concerning the business. Afterward, Mr. Albright, H. H. Hewitt, president of the Magnus Metal Co., and I went to Waterbury, and the necessary investigation was carried on actively under Mr. Albright's leadership.

"As a result, a syndicate had been formed in Buffalo to purchase a controlling interest in the Randolph-Clowes Co. and to provide the necessary additional capital to remove the brass and copper plant to Buffalo and to install it here in suitable buildings, with full modern equipment."

Asked what Buffalo men principally were interested in the syndicate, Mr. Keep said it was headed by John J. Albright, Edmund Hayes, George L. Williams and S. M. Clement. Among the other stockholders are George S. Field, William H. Hotchkiss, J. N. Adam, John J. McWilliams, Pascal P. Pratt, Franklin D. Locke, Joseph P. Dudley, Charles H. Keep, H. H. Hewitt and Edward W. Eames.

Origin of the Word "Trust."

The word "trust" was not applied to capitalistic combinations and monopolies until the Standard Oil Trust was formed, on January 2, 1882. By the agreement a majority of the certificates of stocks were placed in the hands of trustees, who took full charge of all of the oil refining corporations, partnerships and individual properties which went into the trust. The violent agitation which sprung up against trusts in 1887 and 1888 resulted in investigating committees, State and Federal anti-trust laws, and in slight changes in the forms and names of these and other combinations. Since then our greatest combinations are monopoly corporations, called companies instead of trusts, and are managed by directors instead of trustees. These companies own the plants and are therefore much more solid and permanent than were the original "trusts," in which only a majority of stock certificates of certain concerns was held. The present form is also more difficult to reach by law. Since 1887 the word "trust" has, by popular usage, if not by general consent, become generic and now covers any agreement, pool, combination or consolidation of two or more naturally competing concerns which results in a complete or partial monopoly in certain territory. It is, perhaps, fortunate that there should be a single word by which consumers can designate any monopoly combination with power to fix prices or rates; it may, however, be unfortunate that the word "trust," which has so many other legal meanings, should have been selected for this purpose.—*Review of Reviews.*

There are 3064 languages and over 1000 religions.

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MY FIRST SALE "ON THE ROAD."

When in 1865, I had no sooner been permitted to sign the firm name with the characteristic flourish I had decided indicated dignity, than I became firmly convinced the proper thing for the junior partner to do was to lay out a route and add traveling for trade to his many other varied accomplishments.

You see I had been held back by the foxy partner I succeeded, and was given no opportunity to make an experimental trip, either nearby or far away, in order to show in my career how I could avail myself of the goodness of Dame Fortune, and demonstrate to those about me that I was worthy of the elevation to which an admiring and indulgent head of the firm had pushed me.

Then again, I was a little afraid the departing partner would "flim flam" some other Hardware house into believing he was a good salesman, and of commercial value, this was, I must confess, extremely questionable to those who had previously been associated with him. But a decision had to be made that if we were going to hold the fairly developed Western trade which, naturally at that time was a large asset in the good will of the business, it was important for me to try and ascertain for myself whether I was any good out on the firing line, my predecessor, before referred to, never having permitted me to wait upon any of the large buyers who made our house their Hardware headquarters when in the city.

In making up my itinerary I included a number of towns from which a mail order trade had been established, without having seen the men who pulled the wires to which we gladly responded; and there were also a number of places from which good buyers had strayed into our store, picking up odd lots of imported goods, and who had informed me that while their stocks were of general merchandise, their line of Hardware was usually purchased in some place nearer their town than New York. I was selected to act as the buying member of my own firm, and as is frequently the case, I had my own idea of the amount of stock it was desirable to carry in order to make all the profit possible and divide with nobody. I felt a trifle fresh and thought my predecessor had been too conservative in his views. The prices in the Spring had been favorably low, and my orders for Spring and Fall trade were more than usually liberal in consequence. I was confident, even with a fair demand, goods would stiffen in price, and events justified the conclusion thus arrived at. All the old stagers in business, within a few blocks of our location, and there were a number of them I found, were laying in light stocks, and business in those days—remember this was in 1865—was a good deal like buying a ticket in the Louisiana Lottery—you had to wait until the end of the trip to know if any dividends were in sight.

Well, being the buyer of the house, as I mentioned, I had to get everything all ordered up before I dared think of leaving my partners to buffet the tide of traffic alone for a term of six or seven weeks. Finally in the latter part of June, with a zinc trunk full of samples and a big Russell & Erwin Mfg. Co. ($25) Catalogue, all priced up, as well as it could be in those difficult days to obtain several thousand quotations, I bought a ticket as far as Chicago and started on my maiden trip.

Chicago was a good many hours further off than it is now, so I took the privilege of stopping off, which I did at a place called New Brighton, Pa., a short distance out of Pittsburgh. I had a customer there to whom I felt confident I could sell my first bill. The firm was named "C. U. Meyer & Co." I remember it well. I landed at the station in the evening, and the zinc trunk into which I had crowded all the plunder I thought essential for success, was so chunky and so solid, the Irish porter for the hotel at which I intended stopping, asked: "Murther! is it goold ye have in your zincograph?"

"No," I said very sanguinely, "not gold, but the making of it."

I remember that first hotel well; everything but the name. At supper I had hard work to get even a glass of milk, until I had sent for the aged clerk and told him I was willing to buy a cow, if necessary, in order to obtain it, and then he sent out and bought some, not cows, but milk.

When my trunk reached my room and I opened it for some nightly prerogatives, the moment the lid was lifted a suspicious aroma filled the air. In packing my "duds" I had used the top compartment of the trunk to pack in a fair stock of linen and other supplies, when, fearing in some localities I visited I might find a brand of water the healthful quality of which could not be vouched for by the local board of health, I had deliberately and snugly tucked away between the large supply of the aforesaid linen a bottle of Hostetter's Bitters. Before the large audience I am now confiding in I want to be conscientious in my recollections, and even at this late day I am willing to make affidavit that it was the square shape of the bottle that made me decide in its favor when I selected this microbe destroyer.

Well, the aroma was unmistakable. Upon investigation my worst fears were realized—that miserably-made bottle had played me a low-down trick and "busted on me." Not a drink did I have for a dividend, and every piece of wearing apparel in the compartment had to go in the wash at once in order to get them the next day.

How well I remember that item in my hotel bill, "Laundry, $2.40." I wanted to do the square thing in my expense account, so I didn't charge up the bitters, but the laundry bill as rendered—well, that "stood pat."

I saw my customers in the morning. The junior partner was a Mr. Smith, unfortunately quite lame, but an old-time gentleman in his characteristics. Mr. Meyer looked after the mechanical part of the business—the tin shop, etc.—and Mr. Smith ordered the goods.

They gave me an order amounting to nearly $400, which at once came near making my hat a size too small for my head. In connection with that bill I remember a blunder I made undetected, which materially lessened the profits. How easy it is to remember our blunders, especially the unprofitable sort!

Screws at that time were, I think, sold at a list price, from which the regular discount would be 40 to 40 and 7½ per cent. for a close price. I found they were buying in Pittsburgh, or had been, at 30 and 10, and as they had all their costs of every size figured at that price I gave them net prices at 40 per cent., which by comparison seemed low, saying nothing at all about discount. When I sent the order in, to make it easy for the entry clerk, as I had put all the prices in my order book, I placed these net prices over the sizes; and then, oh, strange fatality—no Hostetter's Bitters in this—I also placed 40 per cent. in the discount line. Who could believe that such a stupid bull as this could pass undetected, but it did, and the bill clerk rushed off the heart-breaking invoice charged in that fashion.

It was only when I returned from my trip, that in look-

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ing over the business of the past, I discovered it. Of course, as any self-respecting salesman naturally would do, although it was six weeks old, I notified Meyer & Co. of the error of the entry desk, explaining how they had been given an unearned dividend, and of course enclosing a "corrected bill." I smile at this very moment in remembering their extremely ingenuous reply. "They were indeed doubly sorry; they had noticed the price was 40 per cent. lower than I had quoted, and 40 and 5 per cent. lower than in Pittsburgh; but they thought that a big drop had taken place in prices, and had conscientiously marked all their selling prices down to meet it, in fear of a competitor, and were actually and kindly saving all their screw orders for us to fill, for being so honest with them." Well, well! I hadn't a word to say; but as an old sport would remark to-day, there was no doubt that I was "it."

Qualified Men For the Foreign Trade Service.

One of the weak points in the equipment of American industries for export trade was brought out at a recent session of the International Commercial Congress, when the subject of commercial education was discussed. Very little attention comparatively speaking, has been given in this country to the special instruction of young men for foreign trade service, whereas, in the leading European countries, many schools have been established where young men are specially prepared for business careers abroad.

The course of instruction in these schools includes international law, commercial law, treaties and the tariffs of different countries, and the modern languages.

The value of such varied and thorough instruction on international educational lines was pointed out very clearly in the course of the discussion by President Eliot of Harvard College. Instancing the international demands of many industries and trades, he said that year by year as ocean carriage becomes surer and quicker, and as business is done more and more all over the world by telegraph and telephone, the individual merchant's need of overcoming obstructions to commerce caused by variety of languages becomes more and more pressing.

For the calling of a correspondent, traveling or stationary, for the commercial press, previous special scholastic preparation was obviously required. Similarly, there is every reason why consulships and the managements of the intelligence departments of trade organizations, should be filled by men having a thorough understanding of commercial conditions and more or less linguistic skill, as well as of considerable natural ability.

American shortcomings in this respect are notorious, and contrast sharply with our conceded superiority in many of the essentials to successful foreign trading. Our material resources, notably in respect of metallic and other minerals, forestry products, and of soils suited to the production of the more important crops, are admittedly unequalled. Likewise, the mechanical equipment of our industries and the inventive talent of our people are beyond compare. Finally, our business methods are, on the whole, in advance of those of other industrial nations, largely because we have a proper conception of the value of time.

Unlike his slower-moving European competitor, the American manufacturer assumes that time is money, and acting upon this assumption, he employs the latest and most improved machines and implements; speeds his machines to turn out the greatest possible amount of work, and employs the best men money can secure to operate them. The superiority of the American manufacturer's methods has been lately shown in the case of a large order for passenger locomotives received from the Russian government by the Baldwin Locomotive Works, and in the case of an order for four locomotives for the Egyptian railroad, which were guaranteed by the same firm in eight weeks, and shipped thirty-three days from the time the order was placed. A still more conspicuous example of American speed and enterprise is furnished in the case of the Atbara bridge, which was completed and erected in Central Egypt by the Pencoyd Iron Works in six months and eighteen days from the time the order was placed, though no English builder would undertake to complete it within two years. Another notable circumstance in connection with the bridge is the fact that the lowest English bid for the bridge was $67,750, while that of the Pencoyd Iron Works was reported to be $31,000.

With all these advantages in their favor for doing business abroad, American exporting interests will more and more keenly feel the necessity of having specially qualified men for the foreign branch of their trade operations; and our colleges ought to be in a position to furnish them in the course of a few years, even at the expense of reducing the output of football players and oarsmen.—*Age of Steel.*

Coates Hand Power Clipping Magazine.

The Coates Clipper Manufacturing Company have on page 88 in this issue of our paper illustrated their latest hand power clipping machines numbers 429 and 529. The number 429 is said to be the only low-priced gearless machine on the market. It is furnished with Coates' all-steel flexible shaft and patent quarter turn, a powerful combination. It embodies many new and novel features. The price of this machine with one head and two sets of cutters is $20.

The number 529 is an extremely popular, low-priced clipper. It received the highest award with medal at the Philadelphia Exposition. This machine weighs only 35 pounds. It is furnished with one head and two sets of cutters for $15.

The Company are also manufacturers of Coates' famous Duplex Tension Barbers' clippers, which have been so popular among the barbers for the last three seasons.

All dealers handling these goods should send for catalogue and prices to the home office, No. 237 Chandler Street, Worcester, Mass., or their New York office, No. 93 Chambers Street.

Wonderful Railroad Facts.

The latest obtainable statistics show that there are 240,000 miles of railroad tracks in the United States, that 35,950 locomotives are in use, drawing 1,297,649 cars, carrying 511,772,737 passengers and 765,891,385 tons of freight at a cost of 4-5 cent per ton per mile for freight. The gross receipts of all the railroads up to date were $1,150,169,376. There were upon the pay-rolls of the different roads 826,620 employees.

Employed in different manufacturing, supplies, construction and equipment concerns there are more than 2,000,000 men, and on that number depend over 10,000,000 people for support.

Thus, one out of seven of the population of the United States is supported by the railway industry. The total cost of all the railroads in the United States is estimated at $10,566,865,771, or about one-fifth of the wealth of the country.—*American Exporter.*

"Mamma, where shall I take this broken breastpin to be mended? To Glasspy's?"

"Not at all, child. Mr. Glasspy has done two or three little 'thank you' jobs for us lately. He'd tack on the price this time. Take it to Mugger's."—*Ex.*

Making money ought to be the exclusive right of the mint. After it's made, let us earn it.

The tool business is good, exclusive of ice tools. They're in season.

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The Foreign Trade in American Machine Tools.

The progress made by the United States in the export of manufactures of iron and steel during the past three years is, in general, of common knowledge. Of all branches of this trade the most significant is that of the export movement in machine tools. This has received but little attention in the daily press, because it is statistically overshadowed by others, and especially because it has few spectacular features such as large individual transactions. Its importance is, however, far in excess of the attention it receives, and this paper is, primarily, an attempt to show why it is so important, as well as how important it is.

The statistics of the Treasury Department show the exports of this class of machinery during the year 1899 to have been at the rate of $6,500,000 per annum in value, which trade has been practically created during the past three years. The figures named show a growth of nearly $1,000,000 over 1898; they are 25 per cent. in excess of the value of locomotives, and 70 per cent. in excess of the value of electrical machinery exported during the same period. Moreover, the government figures understate the facts. Owing chiefly to the fact that exporters are not compelled to manifest their goods under the Government classification numerous errors creep in, which are always such as to reduce the figures belonging to this class. It is believed by well informed observers that the total export movement is in the vicinity of $10,000,000 in value per annum.

The statement that this is the most significant of all branches of our new foreign trade, and this without regard to its statistical position, is based on several facts:

First.—Machine tools are representative of all that is best in machine manufacture. The highest skill in design and the greatest perfection of workmanship to be found in any commercial machine are embodied in them.

Second.—The art of machine tool-making is one of the few fundamental arts on which all modern industries of whatever kind depend. All finished manufactures of iron and steel are made directly by these machines, and industries of whatever kind in which machinery is used depend on machine tools for the production of that machinery. The railroad and steam navigation, for example, are but children of the machine tool, while few other industries are more than twice removed. The printer's art has been revolutionized a dozen times by the machinist.

Machine tools are at once the means and the product of industry. They are the means because by their aid all machinery is constructed, and they are a product because they are themselves built as an article of commerce.

As the product they represent the work of the best brains and the most skillful hands, and as the means they represent the productive methods characteristic of the country of their origin. The country which produces the best machines of this class is by that fact alone the leading country of the world so far as methods of production are concerned, and it will be seen from this that the purchase of machinery of this character by distant nations is at once an indorsement of both our products and our methods.

These machines range from small, light affairs of the most refined and accurate workmanship up to massive constructions capable of operating upon pieces weighing many tons and consuming, perhaps, many days in a single operation. They also range from the most simple and elementary constructions, requiring constant manual supervision, up to highly organized constructions which are entirely automatic in action. These last turn out their product with no supervision whatever beyond that required to maintain the supply of raw material, and to occasionally sharpen and adjust the cutting tools, and seem sometimes almost to have absorbed some of the brains of their designers. There are few more interesting sights in all the field of productive industry than a factory floor filled with these automatic machines. Crowded together to the utmost, row upon row they stand, with a wilderness of driving belts descending from the ceiling. With here and there a stray attendant, busily they whirl. Each cutting tool advances in turn to its allotted task and quickly withdraws, to be followed by another, and another, and another. Some advance rapidly, some slowly; some in this direction, and some in that. The machine turns now in one direction and now in the opposite, now slowly, now quickly, and finally the completed work drops on, to be followed by the releasing and a movement forward of the bar of steel or brass, a gripping of the vise-like jaws, and a repetition of the entire process, the whole cycle being repeated, in extreme cases, perhaps a thousand times an hour.

It is true that such machines are less spectacular than a locomotive at speed or a steamship at sea. Fairly swimming in oil, and covered with what the scornful Philistine calls "dirt," they are not even pleasant to approach except in shop clothing, but of such is the kingdom of industry. In point of fact, such machines rank among the great achievements of the human mind.

One tenth of the merit embodied in these machines when shown in other fields of effort has placed men's names among the immortals, but the name of the inventor of the automatic screw machine is unhonored and unsung.

It is important to note that such machines are exclusively of American origin and development. Until this movement of American machinery abroad began, such tools were unknown outside of American shops.—F. A. HALSEY, in the *American Machinist*.

New Carnegie Co.'s Full List of Shareholders.

The Carnegie Co., which was incorporated March 24th, at Trenton, N. J., with a capital of $160,000,000, is composed of the following shareholders, the value of each share being $1000.

	Shares.
Andrew Carnegie, New York	86,379
Henry Phipps, Pittsburgh	17,226
H. C Frick, Pittsburgh	15,484
Charles M. Schwab, Braddock, Pa	18 020
Francis J. F. Lovejoy, Pittsburgh	7,024
Lawrence C. Phipps, Pittsburgh	2,653
William H. Singer, Allegheny	2,829
Thomas Morrison, Braddock	884
D. M. Clemson, Pittsburgh	884
James Gaylor, Pittsburgh	884
Andrew M. Moreland, Pittsburgh	810
John Walker, Allegheny	703
Josiah Ogden Hoffman, Philadelphia	442
William W. Blackburn, Pittsburgh	442
George E McCague, Pittsburgh	442
James Scott, Pittsburgh	442
William E. Cores, Munhall, Pa	442
Joseph E Schwab, Duquesne, Pa	442
Charles Lynch, Greensburg	326
Henry L. Rope, Pittsburgh	295
Lewis T. Brown, Pittsburgh	295
G. B. Bosorth Pittsburgh	147
David G. Kerr, Pittsburgh	147
J. Lindsay, Pittsburgh	147
H. E. Tener, Jr., Pittsburgh	147
George Degrew, Pittsburgh	147
Gibson D Packer, Pittsburgh	147
William P. Dickson, Pittsburgh	147
Charles W. Riker, New York	147
Sylvanus L. Schoonmark, Plainfield, N. J	95
Azor B. Vant, Munhall, Pa	74
Thomas P. Toestenberg, Munhall, Pa	74
Alva C. Dinkey, Munhall, Pa	74
Charles McCreary, Duquesne	74
Charles W. Baker, Duquesne	74

The company is authorized to promote, construct, provide, acquire, carry cut, maintain, manage and develope on lease or agreement, railroads, pipe lines, quays, wharves, docks, hydraulic works, gas works, gas wells, mills, dwellings for employees, and other works. The company has express power to acquire the existing Carnegie Co.

The State receives $32,000 fee for the incorporation, and the annual franchise tax will be $11,750.

Biggs: That man Dobbs is going around telling lies about you.

Boggs: I don't mind that, but if he begins to tell the truth I'll break his neck.

The man with the hoe has forked over his prerogatives to be raked in by mechanical genius.

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One of the Ancient Landmarks of Boston.

In "Merrie England," an American business man is struck by the number of established manufacturers and business houses whose names and business descend for generations in the family of the founder. Hardware dealers need not be very old to know well certain English houses whose most precious possession next to the unvarying high standard of their product is the original name under which, a hundred or more years ago, the modest enterprise was started, which made itself felt all over the world.

In this country such a legacy of business actively coupled with a founder's name is rare, as might be expected where all is so new; and it is perhaps quite as rare to find the same premises occupied year after year by the same business, through purchases of stock and good will by successive parties at greater or less intervals.

It is doubtful whether there is a more conspicuous example of that sort of business, dissociated with family descent, than in Boston. At least as early as 1796, which was as far as records can be consulted, one Joseph Scott, Jr., was in the Hardware business in the building now No. 20 Dock Square. That was the day of small things. Boston numbered scarcely more than 15,000 inhabitants. Of the buildings then existing scarcely any now remain. Faneuil Hall was there, but not the Faneuil Hall now known, which was built in 1805. The historic old State House was there, but its architectural shape was quite different from that it now bears. In place of the long granite Quincy market, for so many years and to this day justly the pride of Boston, were arms of Boston harbor, so that the bowsprits of vessels overhung the street directly in front of Faneuil Hall. The old Hancock Tavern, in whose quaint rooms the famous members of the Tea Party donned their Indian disguises, and went forth for the destruction of the tea in Boston Harbor, is within a few rods of this store. During the time when Washington was still the President of the country, and a few years later in 1800 before the close of the John Adams administration, the records show that the Hardware business was still carried on at this place, but the proprietorship had changed, and the business was now conducted by John Odin. Through all the trials of the earlier years of this century, of the embargo which must have been so hard to bear in a New England seaport, and the vicissitudes of the war of 1812, up to more prosperous days, the business appears to have been actively carried on, for in 1825 the records show, John Odin still to have been there engaged in the Hardware business.

In 1829, after a continuous record of 29 years, John Odin was succeeded by T. W. Haskins & Co. and Judge & Vinal, through short terms of business life. In 1842 Otis Vinal became proprietor of the business, in which he was markedly successful for eighteen years. Failing health forced him to relinquish the active participation in affairs, and in 1860 he disposed of the stock and good will of the business to Messrs Burditt & Williams, whose fortune it has been to more than round out the century of the old store in the Hardware business. Their term of proprietorship has far outrun that of any of their predecessors, so that they can now look back upon a business career there which has just completed forty years.

It is not to be supposed that an active house could exist and grow without extending the confines of its original premises. By several additions of neighboring stores the area used by them far exceeds that of the early years and outside room is called in requisition. But the original spot, hallowed in the eyes of a Hardwareman who possesses any sentiment by so many years of activity and change, is still the central core of their business habitation. And although the particular line is in builders' Hardware, and somewhat local, they have of late years become widely known to the general Hardware trade of the country through their introduction and supply of the Marty rat trap of which they are still sole importers.

This is a country of frequent changes. The future of business location can perhaps be less easily predicted in a city of the United States than in any other country. Therefore this record of continued successful and increasing business activity in one location in a great and growing American city, seems sufficiently unusual to merit a passing chronicle; at least so thought the friends and customers of Burditt & Williams on Monday, April 2, when they gathered in large numbers at the old store to felicitate the firm on the fortieth anniversary of the foundation of the firm.

In this connection we give the form of the original announcement:

COPARTNERSHIP NOTICE.

The subscribers have this day formed a Copartnership under the name of

BURDITT & WILLIAMS,

and having purchased the stock of Mr Otis Vinal, will continue the Hardware Business at the old stand No. 20 Dock Square and 30 Faneuil Hall Square.

CHARLES A. BURDITT,
JOSEPH WILLIAMS.

BOSTON, April 2, 1860.

NOTICE.

The undersigned having disposed of his Stock of Hard Ware to Messrs. Burditt & Williams, solicits, for his successors, the patronage heretofore bestowed upon him.

OTIS VINAL.

BOSTON, April 2, 1860.

The following is the

INVITATION TO THE FORTIETH ANNIVERSARY.

MESSRS. CHARLES A. BURDITT,
JOSEPH WILLIAMS,
JAMES A. MUNROE,
AND JOSEPH H. WILLIAMS
REQUEST THE PLEASURE OF YOUR COMPANY
AT THEIR ORIGINAL AND
PRESENT STORE,
NO. 20 DOCK SQUARE,
ON
MONDAY, APRIL 2, 1900,
THE
FORTIETH ANNIVERSARY
OF THE
ESTABLISHMENT OF THE FIRM OF
BURDITT & WILLIAMS.
12 TO 3 O'CLOCK.

During a reception which lasted through several hours the members of the firm were warmly congratulated on an event unprecedented in the business annals of the city. The original founders of the firm, Charles A. Burditt and Joseph Williams, were associated in the reception with James A. Munroe, who had been with the firm more than twenty-five years, and who became a partner in 1886; and Joseph H. Williams, lately admitted, who had been connected with them nineteen years. Beside the greetings of personal friends, customers, and business associates, the occasion was also made notable by the presence of the Mayor of the City and the chief officers of leading mercantile organizations of Boston.

"You are truly polite, Wickman; you gave that homely woman your seat in the street car."

"Well, she looked as though she was going to stick her hatpin in me if I didn't."—*Ex.*

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RECENT TRADE PUBLICATIONS.

Sargent & Co., New Haven, Conn., and New York. 1900 catalogue of screen Hardware, forming a pamphlet catalogue 9x12 inches in size, covering 32 pages. A very seasonable and interesting catalogue for the Hardware dealer to receive at this time, covering as it does everything in Hardware necessary for making and putting together screen doors and window screens, for opening and closing them properly, and for keeping them shut when desired. The contents are fully illustrated and described throughout, list prices being given to which the usual trade discounts apply, a discount sheet of the same accompanying the catalogue. Among the goods referred to are screen-door checks, door springs in all varieties, surface spring hinges, mortise and hold-back hinges, loose pin butts, screen-door catches in large variety, screen-door night catches, brackets, window spring bolts, window-screen pulls, sash lifts and door pulls in great variety, steel-wire door pulls, gate hooks and eyes, porcelain and bronze shutter knobs, and square neck and chain bolts. It may readily be seen how useful a combination of this kind is to a Hardware dealer when ordering supplies.

Millers Falls Co., No. 28 Warren Street, New York, and Millers Falls, Mass.; 1900 catalogue of the tools and light machinery manufactured by this well-known concern. Pamphlet catalogue of seventy-eight pages, the finest they have ever issued, being handsomely printed on excellent paper. and completely illustrated throughout. Full descriptions are given of all the specialties, representing as they do, a line of goods that have been before the Hardware trade for a number of years, which includes Barber's braces, bit stocks and bit holders, extension screw drivers, Pratt's auger handles in all varieties; hand drills and ratchet drills, breast drills, vise and drill with and without anvil; automatic boring tools and screw drivers, ratchet screw drivers and bit gauges, and a full line of their popular specialties, the "Star" hack, butcher and kitchen saw. They also manufacture largely the Star power saw, which has had an extended sale throughout all large factories where work of this description is necessary. Included in the assortment of goods represented in this catalogue are the Goodell lathes and saw attachments, the Lester, Star, and New Rogers scroll saws, and a large variety of chucks, levels, glass cutters, etc., which are known as Millers Falls products the world over.

Van Wagoner & Williams Hardware Co., Cleveland, Ohio, and No. 14 Warren Street, New York. Catalogue for 1900 of specialties manufactured by this company, consisting of spring hinges, door springs, wire coat and hat and ceiling hooks, joist hangers, solid box and bench vises and Samson anvils. This is a good size pamphlet catalogue of fifty-two pages, covering this desirable line of goods and well known throughout the Hardware trade. This latest catalogue of theirs is the handsomest typographically that they have ever issued, illustrated on every page with good cuts of their various products, with price lists and descriptions throughout that are easily understood, in all the various finishes in which they are made. Illustrations are given in connection with the catalogue of the extensive plant now in operation by this company in Cleveland, showing the view of it from different points, and the interior of the same, including the forge shop, and the second floor of the main building. Few manufacturers of similar goods have such superior facilities. This is a catalogue that no Hardwareman should be without.

Brass Goods Mfg. Co., Nos. 86–92 Third Street, Brooklyn, N Y. 1900 catalogue of the brass and bronze Hardware manufactured by this old established concern. The catalogue consists of 150 pages, 6½ x 10 inches, printed on good paper, fully illustrated throughout, and covering a remarkably large line of brass and bronze specialties suitable for distribution throughout the Hardware trade, and of interest to manufacturers, for whom a number of special patterns and designs are made by this company, their line including as it does builders' Hardware, cabinet Hardware, refrigerator Hardware, and chest and box trimmings. Among its contents will be found box hinges, paper-file and strap hinges, side and quadrant stop hinges, mirror, card-table and support hinges, fancy hinges, showcase and seat hinges, cabinet, flap and refrigerator hinges. These are shown in a bewildering variety, forming the most complete and extensive assortment in all probability embraced within the covers of a catalogue, making this volume a very desirable one to add to the Hardwareman's outfit. Included in the assortment of goods also represented are refrigerator locks in large variety, spring catches, box pulls, door pulls and wardrobe hooks, coat and hat and ceiling hooks, knobs, card holders, pulleys, brackets, screw rings, etc.; a large variety of ornamental corners and hasps and staples, and in the line of builders' Hardware push plates, door knobs, combined rose and escutcheon, and a large variety of plate escutcheons are shown. This is the most important catalogue this company has ever issued, and is deserving of special mention.

R. Bliss Mfg. Co., Main and Garden Streets, Pawtucket, R. I. Pamphlet price list and illustrated catalogue of twenty-eight pages, compiled under the supervision of N. H. Colwell, the general manager, and includes their full line of wood Hardware specialties, which are and have been for many years the most complete on the market. Included in this line may be mentioned hand and bench screws, cabinet and pianoforte makers' clamps, chisel, brad awl, auger and file handles, hickory and lignum vitae carpenters' mallets, carvers' mallets, ring mallets, bookbinder's presses and plows, sewing benches, brass and iron founders' flask clamps, belt clamps, mill supplies in wood, tool chests of every description, field croquet and miscellaneous goods generally, especially in the wood-turning line. In the catalogue one page is devoted to giving the weights of hand screws and other screws of their make when packed for shipping. This is a feature that is desirable to have in every catalogue regarding goods, the bulk of which is largely out of proportion to the weight. Another feature noticed is that every line in the catalogue on all their regular goods has an arbitrary number, and this is given not only at the commencement of the line, but also at the end of the line in order to avoid error, which it would seem under such an arrangement would be impossible to occur. The cover of the catalogue is ornamented by a fine illustration of their works, which gives a good idea of the importance of their manufacturing facilities.

North Bros. Mfg. Co., Philadelphia, Pa. 1900 catalogue of ice-cream freezers, with which the name of this company has long been identified. This is a 24-page pamphlet catalogue, envelope size, very pretty cover, and printed in color, both cuts and text on a superior quality of tinted coated paper. It is a very neat and attractive catalogue, illustrated throughout with fine illustrations of their various specialties in this particular line, which in-

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clude the "Lightning," "Gem" and "Blizzard" freezers in all the various sizes. In addition to this the large-size freezers for confectioners are noted, which, under the names of the "Crown" and "Lightning," with and without pulleys, are shown in great variety. They also show packing tubs and packing cans in all the various sizes demanded by the users, added to which a page is devoted to ice cream brick moulds and ice cream dishers. This is a handy, useful and important catalogue on this line of goods.

Ashtabula Tool Co., Ashtabula, Ohio. Pamphlet catalogue, twenty-eight pages, covering their line of "Diamond" rakes and hoes, finely printed in two colors on extra coated paper, illustrated throughout with half tones in addition to the cuts showing the line of goods. The product of this company is well illustrated throughout with good cuts, full descriptions giving list prices upon everything shown, and also the "code" word opposite the price, covering the article, which at the same time has its individual number, every line of goods in the catalogue being numbered for ordering purposes. This is a very carefully compiled catalogue, and shows care in the get-up. Its contents cover hay forks, two, three and four tine; header forks, three and four tine; also square-shouldered Utah and Montana pattern forks; barley forks; four, five and six tine manure forks of all the various patterns; spading forks in large variety, six-tine potato-digging forks, and potato and manure hooks. Their full line of hoes is represented, including garden hoes, mortar and street, ladies' and boys' hoes, and weeding hoes in large variety. Malleable iron and cast steel rakes are shown; also extra heavy road rakes. Included in the assortment are the Diamond barn, stone and tanners' forks, running from eight to fourteen tines, and with wide-strap ferrules; "Diamond" coke and coal forks are shown in large variety. Altogether this is an extremely desirable catalogue for the Hardware dealer, and should be included in his outfit.

Syracuse Chilled Plow Co., Syracuse, N. Y. Barrow and truck catalogue No. 9. Pamphlet catalogue of 48 pages in purple ink on coated paper, and profusely illustrated throughout with their line of barrows and trucks, which includes wood and steel wheelbarrows, contractors' plows, steel sewer buckets, track, road and wheel scrapers, steel skips, push carts, store and warehouse trucks, railroad and wharf trucks, and grocery and package trucks. It is rare for so large an assortment of these goods to be brought together within the covers of a single catalogue, and it makes this pamphlet a desirable one for purposes of reference. The frontispiece is a fine illustration of their extensive works, and the catalogue is claimed to cover the many additions and improvements recently made to their undoubtedly extended line. The steel skips and sewer buckets illustrated therein are largely used by contractors in various parts of the country, and have rarely been illustrated in such good shape.

Walter W. Woodruff & Sons, manufacturers of carriage Hardware, Mt. Carmel, Conn. Thirty-page supplement to their 1898 catalogue, in which they have included all their new goods, styles and improvements, covering their extended line of product, and calling attention to several additional lines that have been added by the purchase of the business formerly carried on by F. V. Wooster at Boston, Mass. Many of these are of special interest to the carriage Hardware trade, while the general Hardware trade will also be interested in malleable axe wedges and Dolber's outside or storm window fasteners, which will be found therein illustrated. The catalogue is nicely printed on good paper.

Reed Mfg. Co., Erie, Pa.; 1900 catalogue and price list of plumbing, steam fitting and Hardware specialties. Small size pamphlet catalogue of twenty-four pages, finely illustrated and well printed on superior paper. Among its contents will be found sectional-jaw pipe vises; Standard pipe wrenches, Tiger pipe wrenches, Reed's special wrench for steel rods, studs and bolts; Standard roller pipe cutters, pipe stocks and dies, combination tool sets, combination pipe vises, emery wheel dressers, beam clamps and pipe hangers, etc. This is a very desirable little catalogue covering a line of goods with the name of which the trade has been familiar for some time.

Kinnear Mfg. Co., Columbus, Ohio. Catalogue H, which is of thirty-six pages, handsomely illustrated by half-tones and wood-cuts, printed on superior coated paper, oblong in form, 7 x 11 inches in size. This is a very attractive catalogue of their product, consisting of steel rolling doors, shutters and partitions for office buildings, freight houses, round houses, ocean piers, warehouses, store buildings, churches and school buildings; in fact, every building where fire protection is an essential feature. These goods are all manufactured under a number of patents controlled by this company, and the illustrations given throughout are of the most comprehensive character, not only showing in full detail the method of application, but also the appearance of the buildings, warehouses, etc., when these doors and shutters are properly applied. A gold embossed cover adds to its attractive appearance, and it is well worthy of attention by those to whom specifications for such goods are apt to come.

Mast, Foos & Co., Springfield, Ohio. Pamphlet catalogue of 174 pages, covering their extremely large line of goods, among which are enumerated the Buckeye force and lift pumps, Imperial galvanized windmills, iron turbine wind engines, Imperial power steel windmills, galvanized steel windmill derricks, and included in the large variety of goods made by this well-known concern will be found the Mascot, New Buckeye and Buckeye Steel High-Wheel Lawn Mowers, together with Buckeye iron fence, cresting, etc., in large variety.

American Screw Co., Providence, R. I. 1900 catalogue of their well-known products, making a 32-page pamphlet catalogue, giving illustrations throughout on all their lines of manufacture, which include screws in every variety, machine screws, stove bolts, stove rods, screw taps, tire bolts, iron rivets in all varieties, tapped nuts and hand-rail screws. Included in the assortment are also to be found the lists of miscellaneous wire nails and the extras on all the standard steel-wire nails. It is a very valuable catalogue for pricing-up purposes.

Gurney Refrigerator Co., Fond du Lac, Wis. Pamphlet catalogue No. 10, covering their line of Gurney refrigerators, which includes in the assortment domestic refrigerators, grocers' boxes, refrigerator sideboards, ice chests, cooling rooms, water coolers, etc. This is a pamphlet catalogue of 58 pages, nicely printed on good paper, and handsomely illustrated throughout. The goods manufactured by this company are shown in all their different varieties, full descriptions being given of the difference between the various grades.

For Loose Nuts.

It is very annoying to find that the nuts of bolts occasionally shake loose from no conceivable reason. In such cases the nut should be removed and thoroughly cleaned; also the bolt to which it belongs. A little powdered resin should be sprinkled inside the nut and on the worm, and in addition to this, where necessary, a piece of ordinary cotton thread also bound round the worm; the nut and bolt will then be found to firmly hold.

The largest steel works are in Pittsburgh.

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AN ETHICAL SURVEY OF "THE DRUMMER."

Now I have no intention of reflecting disrespectfully upon that highly esteemed class of men called in the vernacular "drummers," but known among their admirers as "commercial travelers," and classified among themselves as "traveling bag tourists," "missionaries," "guerrillas," and "commercial travelers," in a natural progression of excellence admitted and recognized. There is a radical distinction and perceptive difference between the several divisions, for they all represent nearly successive stages.

During the first year, when a young man travels for his employer's ostensible advantage and positive expense, from the very nature of the scenes he passes through, and also from the lack of that peculiar faculty only obtained from successful experience, and frequently denominated "cheek," our young friend above referred to, is very apt to become simply a "traveling bag tourist." That is, without selling a dollar's worth of goods to remunerate his employer for his liberal outfit, he still possesses the chance of seeing everything worth seeing in the various places he visits, and being at the expense of the house—"the dignity and respectability of which must always be kept up you know!"—he somehow sells but few goods "on the road," and is fully satisfied with the promises merchants constantly make, to get rid of the fear of being talked to death; and so full of hope, and confident (thro' his own flow of "gab") of selling every man he has called upon—when the next regular season approaches, he plods along spending his six to seven dollars a day and sending home nothing in the shape of orders in return; until his disgusted employers telegraph him to "cut it short," meaning his trip, and possibly hint that trade promises in his career but small returns for the outlay. Then is this specimen known and labelled by the travelling fraternity as a "traveling bag tourist."

A "missionary" in the road parlance of "the boys," is the man—he is generally a middle-aged man—who has been brought up and tenderly nurtured to some other kind of business than the one in which we find him; but who thinks he can learn (?) the one he is at present attached to, in a month at least. He never saw any business he couldn't learn in a month or six weeks.

Some of these middle-aged fellows who have been in fourteen kinds of business and know little of any of them, are fearfully and wonderfully clever—at least they think so, which is near enough. So, as this especial representative only travels to "get his trade together," and being noticably deficient in the vim and moral force of a man who makes in his mind a life's vocation of his business, he goes from town to town, calling at every store in his line of business, distributing his commercial tracts, his best quotations, his closest prices and most seductive baits, all of which are carefully collected by the sharp merchant, who takes them to be used upon his "regular" traveler when he happens to come along. Well, as the genial old gent goes along doing good to the general buying public at every step, and doing all this great amount of good at his own expense, he is fitly denominated by the craft at large as a veritable "missionary."

The second or third year generally tells on both of these classes of men; for by that period all the "lunkheads" have discovered that they lack the recognized capacity, or have insufficiently developed the "wide awake" faculty in their composition, to make successful salesmen capable of traveling to advantage; so they fall by the wayside, and dropping out of the race leave the quick, smart, clever and industrious ones to continue the occupation. Then a man who is compelled to pursue this course of life for his bread and butter either develops into a full fledged "guerrilla," or else graduates as an accomplished and honorable "commercial traveller."

He of the first named description (and he rarely changes his original plan), expects to see a dealer but once, at which time he "scoops him out as clean as a whistle," tells the most unnecessary lies, and exacts the most villanous profits and commissions that he can possibly extract from his victim's credulity or self-admitted inexperience. Having, no doubt, an arrangement with some unscrupulous employer, whereby he doubtless gets one-third of the profits made, by agreeing to pay one-third of the losses; and as he invariably designs travelling over a different section of the country every year, and the States now furnish an unusually large field for his operations, he has no expectation of being in the same place twice, so he gobbles up everything that comes along, all being fish that comes to his net; "goes for" passes over the various routes of travel on one pretext or another, "chins" it to the stage drivers in far off places, and frequently beats them out of their accustomed fare, only to boast of his nefarious ability at the next stopping place; smokes and drinks with any of his forbearing fellow passengers, without the faintest attempt at reciprocation, and never refuses an invitation from a certain or possible customer to take a drink, cigar or meal, or even a "shakedown" under his friendly rooftree, because it cuts down his daily expenses and places something on the profit side of his daily expense account. In fact he lies around a town boring the merchants to their desired demise, until he probably succeeds in taking an order for something, either nearly or remotely connected with his legitimate business, and which they are blackmailed into giving to him really to get rid of him, but he assumes it as a reward for his unfailing pertinacity; and thus in this characteristic fashion he receives the deserved title of "guerrilla," and fully earns the expressive appellation, for this mendacious class do more damage to the respectable and gentlemanly profession of "commercial travelling," than a regular guerrilla through his piratical and unrighteous practices does to the—in all ages—highly respected canons of a systematic condition of warfare.

When an intelligent man graduates, as I observed before, into a companionable and cultivated commercial traveler, one who must take a pride in his profession in order to make his mark, and who cannot degenerate into blackguardism and guerriliaism; one who is constantly sustaining the fair fame of his chosen vocation, by having it currently said of him, "his word is always to be depended on"; you will behold in him as fine a specimen of developed manhood as it is possible to discover between Casco Bay and the Rocky Mountains.

It is well worth the closest attention to hear him detail his constantly interesting experiences, and listen to him describe his varied and graphic adventures—"his moving accidents by flood and field," recounting the cultivating impressions made upon his receptive mind by the great and infinite variety of pleasing scenes through which he has passed; and hear him do all this without once sinking his manhood or defacing by a single stigma the image of his creator.

I would urge upon merchants far away from the fitful glare of a city's dissipation the positive advantages that

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cannot but result from contact with such idealized exponents of commercial probity and business capacity. Wherever his footsteps wend a second time there should always be extended toward him a hearty and fraternal welcome by all within whose souls the flavor of pure appreciation does not lie dormant.

Always able to take his own share of responsibility, equal to any emergency, any sudden change in the current of commercial activity finds him prepared for possible emolument to himself and the house he represents, and represents in the fullest sense of the word; by cool and cautious counsel, smoothing those rugged corners which will occasionally be found in the existence of every business man; giving sound advice and positive relief, by indulgence when desirable and mutually advantageous, and scoring with severity and discipline when necessary, he at last attains the grand position which is the unvarying aim of his dauntless life, the goal of his unquestioning ambition—a partnership in the house his steadfast integrity is sufficiently emblematical of. Eventually by steady gradations reaches from the foot to the head, and, doubtless, if he obtains his pecuniary rewards on earth, dies wealthy, a benefactor of his race, his early life having especially fitted him for all the later comforts he has been permitted to enjoy, and the harmony of his mind and serenity of his grateful heart are but finite rewards of a past, the tempting and engulfing trials of which in the inception of his early career are only known to those who have been through the fiery ordeal—the crucible of experience—and have escaped unscathed.

Annual Meeting of the Hardware Club.

In accordance with the requirements of the constitution, the annual meeting of the Hardware Club, of New York, was held at the club rooms, on Saturday, March 17, at 12 M.

The principal business was the election of five members of the board of governors, to serve for three years, or until March, 1903. At a previous meeting of the board, a committee of members of the club, not on the board of governors, were appointed to nominate five gentlemen to fill these vacancies. This committee was constituted as follows:

Thomas J. Atkins, Sargent & Co., chairman.
Frederick Topping, Topping Bros. Co.
Joseph A. Marsh, American News Co.
Lee Kohns, L. Straus & Sons.
Francis B. Griffiin, C. E. Jennings & Co.

These gentlemen met, and by a unanimous vote, recommended to the club the re-election of the five gentlemen whose terms had expired. They were as follows: Eugene Bissell, Thomas F. Keating, James H. Kennedy, J. Leonard Varick, and Richard R. Williams. All these gentlemen had been members of the board since the foundation of the club. Mr. Bissell was serving as chairman of the house committee; Mr. Keating, treasurer; Mr. Kennedy, secretary; Mr. Varick, a member of the house committee, and Mr. Williams, chairman of the library and art committee.

The meeting was called to order by President George Henry Sargent, who made a few brief remarks, congratulating the members of the club upon the present prosperous condition of the organization, the successful year that has passed, and the bright promise for the future.

The secretary, James H. Kennedy, then read the report of the nominating committee, as above given. The president appointed the following gentlemen as tellers:

Frederic E. Underhill, of Underhill, Clinch & Co.
William H. Cole, of Tower & Lyon.

A recess was then ordered, during which the members of the club were requested to cast their ballots.

At 1:30 P. M. the meeting was again called to order. The minutes of the annual meeting of 1899 were read, and the secretary reported the membership of the club on March 1, 1900, to be as follows:

Resident members, - - - - -	584
Non-resident members, - - - - -	127

Webster R. Walkley, chairman of the finance committee, made his report for the year, and Thomas F. Keating, treasurer, also made his for the same period. These showed the club to be in a flourishing financial condition.

The tellers then reported that the gentlemen above named had been unanimously elected, after which the meeting adjourned.

In accordance with the requirements of the constitution of the club, the board of governors met on Friday, March 23, and by unanimous vote re-elected the following gentlemen for the ensuing year:

President, George H. Sargent.
Vice-president, Edward C. Van Glahn.
Treasurer, Thomas F. Keating.
Secretary, James H. Kennedy.

Heller Brothers Company.

The business of this company, which has been established since 1836, was incorporated in 1899, under the State laws of New Jersey. It is run as a close corporation, the management being in the same hands as before incorporation. They have greatly increased their manufacturing facili-ties during the past twelve months for increasing the production of their grade of steel, which is tempered by a peculiar process original with this company, the erection of a new 24-pot clay crucible steel gas furnace enabling them in this way to make provision for the increasing orders for their popular product, especially the Horse Rasps and Farrier's Tools which have been in such great demand for many seasons, and which are so favorably regarded by the Hardware trade, to whom the accompanying trademark is very familiar. They have also found it necessary to erect a large addition to their tool works, having installed therein several new patented machines of their own unique construction. Among other new machines recently added to their manufacturing facilities, they have installed in their horse rasp and file department, new forging, grinding and cutting machines, giving them great confidence that in the future prompter shipments may be assured not only in their domestic sales but also in the large shipments made abroad.



To Remove the Enamel.

Current practice in the matter of removing the enamel from bicycle frames preparatory to re-enameling differs widely. Where many frames are so treated, and, in consequence, the proper facilities are at hand, a good method is to boil the frame in a tank containing a solution of concentrated lye. Keep it in the bath for about twenty minutes. If it is not convenient to put the frame in such a bath, boil the lye and apply hot with a brush. Polish then with emery cloth.

In many factories and repair shops they disapprove of any kind of dips or solutions for removing enamel, and they take off the coating first, roughly, with a scraper, or an old knife even, and then use emery cloth and polishing bobs to clear off the remainder.

♣

"Remember, now, Dollie, to move your spoon from you and be careful to sip without making any noise."

"Why, papa, I'm eating my soup all right. Uncle Rufus is the one you ought to talk to."—*Chicago Tribune.*

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NEW GOODS AND SPECIALTIES.

Triumph Wrench.

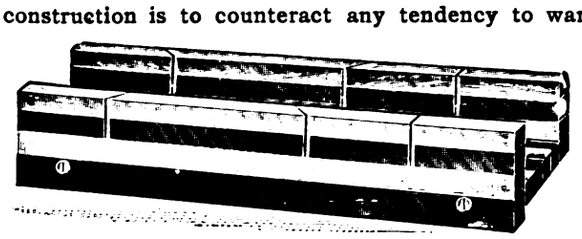
American Saw Company, Trenton, N. J., for whom Alder & Boyd, No. 37 Warren Street, New York, are export representatives, are manufacturing the Triumph Wrench, here illustrated, which is now provided with a wood handle, in addition to the all iron handle previously placed upon the market, so that buyers now can have the option



of either style. The main body of the wrench is hollow throughout its entire length, into which the threaded shank of the movable jaw is inserted. The back and forward walls are far enough apart to allow to the rear end of the threaded shank a limited rocking movement, so that when sufficient power is supplied to the handle it causes the jaws to move toward each other, thereby gripping the pipe firmly, while a backward movement of the handle will at once release the grip. The jaws are made of cast steel, polished and tempered. The thread upon the shank of the movable jaw is smooth and of such shape that stripping is said to be impossible. The nuts are of soft steel neatly knurled and case hardened. The wrenches are made with or without inserted jaw. All the parts are neatly finished and polished. The company in enumerating some of the many advantages of the Triumph Wrench say it never loses its grip, will not crush the pipe and never locks upon the pipe. It is made in the entire range of sizes, 6, 8, 10, 14, 18, 24, 36 and 48 inch sizes, and can be used either as an ordinary monkey wrench or pipe wrench.

Hard Wood Miter Boxes.

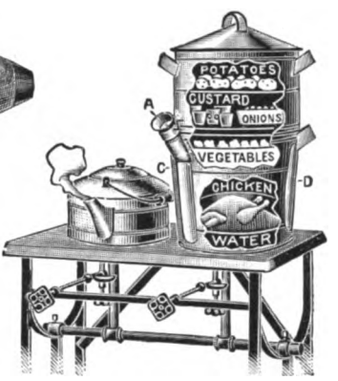
C. E. Jennings & Co., No. 101 Reade Street, New York, are meeting a demand existing in the Hardware trade for a superior hard wood miter box, such as is here shown. It is made of alternate strips of black walnut and beech or cherry glued together, which while making this an attractive and salable miter box, the chief object of this method of construction is to counteract any tendency to warp,



thus keeping the angles true for accurate work. They are made in three sizes—viz.: 12, 18 and 24 inches in length, the widths being 2¾, 3½ and 4¼ inches respectively. The two smaller sizes are placed on the market packed one dozen in a box, and the largest size in half-dozens. They also make a line of the lower-priced plain hard-wood miter boxes.

The Ideal Cooker.

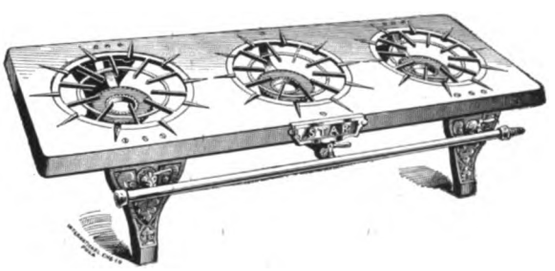
The Toledo Cooker Co., Toledo, Ohio, have recently perfected a steam cooker which is regarded by the trade as being the ideal steam cooker now on the market. Few more desirable appliances can be added to the culinary demands of the kitchen than an article which, like this, can eliminate almost entirely the many odors filling the house emanating from the kitchen department. Among its many desirable features may be mentioned the following: The cooker keeps all the steam and smell of all kinds of cooking out of the house; an entire meal, although consisting of five or six different kinds of food, may be cooked in it



at the same time over a single burner of any stove and with any kind of fuel which will produce enough heat to boil two quarts of water; it has a steam whistle, which may be heard all over the house, and which gives warning fifteen to twenty minutes before the water is exhausted; this whistle is also used as a tube to replenish the water when needed, and it has a self-regulating safety valve and an escape steam tube This ideal cooker is made of 14-ounce cold rolled polished copper, tin, or copper nickel plated and lined on the inside. It may be had in eight sizes, which vary from 9¼ to 20 inches in height, and have a capacity of from 2¼ to 14 gallons. Detailed information in regard to this cooker, as well as many testimonials from people who have used it, may be had for the asking.

The Bristol Hot Plates.

The T. B. Harkins Foundry Co., Bristol, Pa., are placing before the Hardware trade and those handling gas stoves and similar appliances, the Bristol Hot Plate, which we illustrate herewith. With the advent of hot weather a demand usually springs up for domestic comfort in cooking. The most desirable way at present to obtain this in a proper manner, and avoid the excess of heat of the ordinary coal



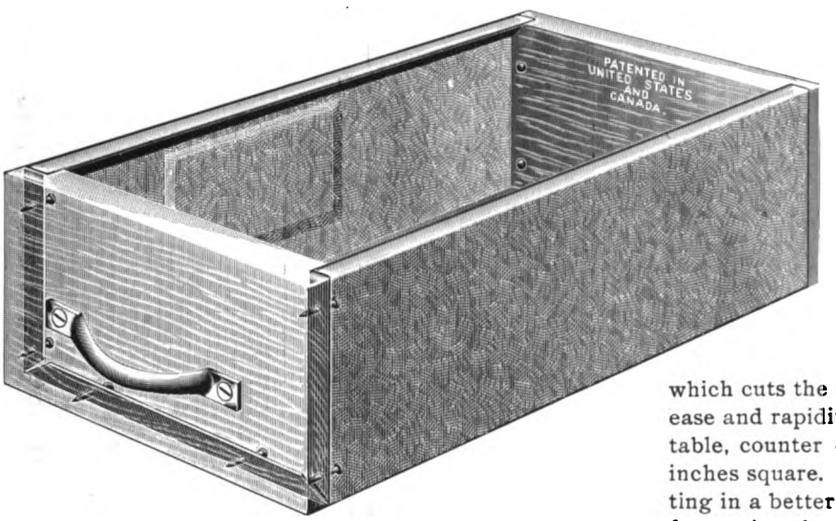
stove, is to add a gas stove or hot plate to the kitchen equipment. The one under consideration has been lately improved, and at present possesses many selling points, among which may be enumerated: The flame of the burner is now a direct one, and is low enough on the top of the stove, and is also large enough to give the required amount of heat in a great deal less time than is obtained in the ordinary manner, and is especially economical in the use of gas. A number of deep indentations radiating from the grate, it is claimed, allows the heat to reach every portion of the bottom of a vessel, even of large diameter, placed

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on the stove. This is one of its most important selling features. The goods are finished in brightly polished nickel or in grey iron. The top of the stove is extra large, and the feet are only 24 inches apart on the most important size, No. 3, which allows it to be placed even on top of a narrow range.

Heller's Steel Shelf Box.

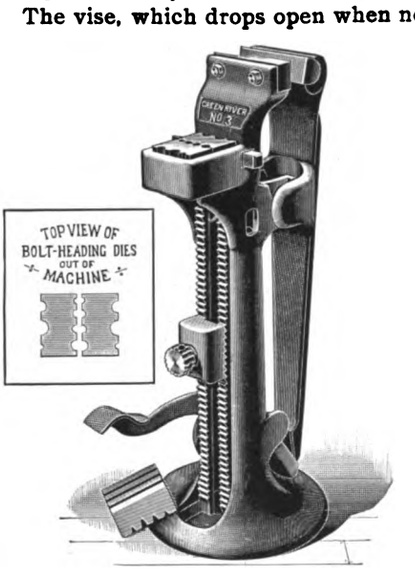
The W. C. Heller & Co., Inc., Montclair, N. J., whose Steel Shelf Boxes have been before the Hardware trade



for a number of years, have recently added an entirely new pattern of box which bids fair to supersede in popularity any yet produced. We give an illustration of the same herewith. It is constructed on scientific principles, the steel being imbedded in the wooden ends by a process entirely original and unique, and secured by steel brads driven from the inside through both the wood and the metal, thus forming in its careful construction a shelf box that presents no nails on the outside to work their way out and mutilate the shelving.

Shoeing Vise and Bolt Header.

The accompanying cut represents an improved foot vise with horseshoeing dies and bolt heading attachments brought out by the Wiley & Russell Mfg. Co., Greenfield, Mass. The vise, which drops open when not in use,



forms both sharp and straight calks, the forming die for this purpose being of tool steel of proper shape. The point is made that the die may be reversed when desirable, and that the vise is not interfered with in any way by the bolt heading attachment. The small cut, to the left, shows a top view of the bolt heading dies out of the machine, which are dropped in place, it is explained, or removed instantly without trouble. They are set firmly by driving a taper key which is always in place.

Chandler Ice-Cutting Machine.

Among the many devices for chopping or cutting ice for domestic and other purposes that have been placed upon the market, there are few, if any, which have met the degree of favor accorded to the Chandler Ice Cutting Machine, which is shown in the accompanying cut, and is being distributed to the Hardware and house furnishing trade by C. E. Jennings & Co., No. 101 Reade Street, New York. This is a compact, simple and strong machine,



which cuts the ice into small diamond-shaped pieces with ease and rapidity. It can be attached by screws to any table, counter or shelf and occupies a space only eight inches square. The machine has been improved by putting in a better grade of teeth, which are now hardened, for cutting the ice. Nos. 1 and 2 are galvanized; Nos. 2½ and 3 japanned. No. 1 deposits the crushed ice in a tumbler or similar receptacle. Nos. 2 and 2½ are equipped with pans for this purpose, which are furnished with the machine. List prices are given in an advertisement of this article on page 72 of this issue of *Hardware*.

Jenkins Solid Steel Hoe.

Jenkins Iron & Tool Co., Howard, Pa., are placing upon the market the Jenkins Hoe, which is designed to fill a demand for a strong, serviceable article of this kind for certain kinds of use. In its construction every effort is made to make a well balanced hoe, providing ample strength with a minimum weight. The hoe is made from a solid piece of steel, the goose neck being formed in a peculiar manner as shown in the illustration. The larger sizes,

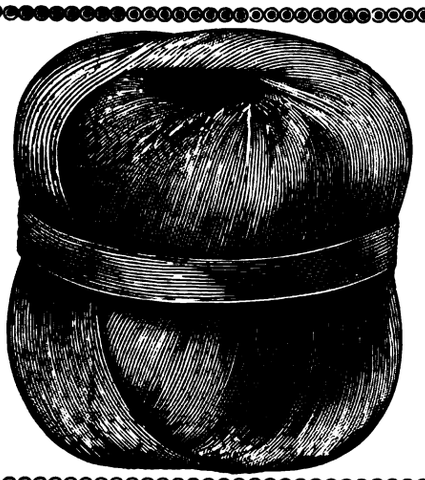


being provided with heavier handles, are especially adapted for street and mortar hoes.

Henry C. Kelley & Co.

Among the leading houses in the manufacturing and distribution of twines and ropes in this city will be found the old house of Henry C. Kelley & Co., No. 548 Pearl Street. This is an old-established house, having commenced business in 1869, few concerns in the city covering the same trade antedating them. They handle everything in the twines and cordage lines required for wrapping, sewing and baling purposes and from every description of hemp. Their trade is of large dimensions, extending from Maine to California, and covers in its distribution everything from the smallest of cords to the largest of cables.

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HENRY C. KELLEY & CO.,

548 PEARL STREET, - - NEW YORK.

MANUFACTURERS OF AND DEALERS IN

TWINES AND ROPES

For Wrapping, Sewing and Baling Purposes.

MADE FROM

COTTON, JUTE, HEMP, MANILA AND SISAL.

DOMESTIC AND EXPORT TRADE SOLICITED.

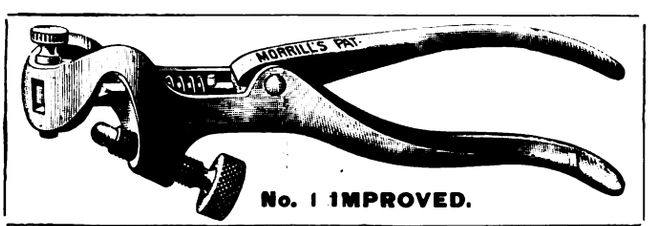
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

CHAS. MORRILL, 35 Warren St., N. Y.

HEADQUARTERS FOR

STOVE BOARDS

AND

REFRIGERATORS.

COOPER & McKEE,

113 to 121 Gwinnett Street, - BROOKLYN, NEW YORK.

CATALOGUE MAILED UPON REQUEST.

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THE ARCTIC LAWN SWING AND HAMMOCK
WITH AWNING ATTACHMENT
MANF'D BY THE OHIO RAKE CO.
DAYTON, O.

ALL ARE PROFITABLE GOODS.

Dixon's Cycle Chain Graphites.
Dixon's Lumber Pencils.
Dixon's Carpenter Pencils.
Dixon's Silica Graphite Paint.
Dixon's Lubricating Graphite.
Dixon's Pipe Joint Compound.
Dixon's Belt Dressing.

These goods have made money for other dealers, why not for you? Let us send you our Catalogue.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.

SPIRAL SCREW-DRIVERS The most complete and best finished line in the world, consisting of . . . . .

The Jones Patent "Reversible" Spiral Screw Driver with 3 Bits. The Latest and Best.

This cut shows Spiral extended.



No. 1, Length without Bit, Spiral extended, 16¾ in., closed 11¼ in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

The "Howard-Allard" Original Patent Spiral Screw-Driver with Three Bits.

No. A1, Length without Bit, Spiral extended, 16½ in., closed 10½ in. No. A2, Length without Bit, Spiral extended 11 in., closed 7¼ in.

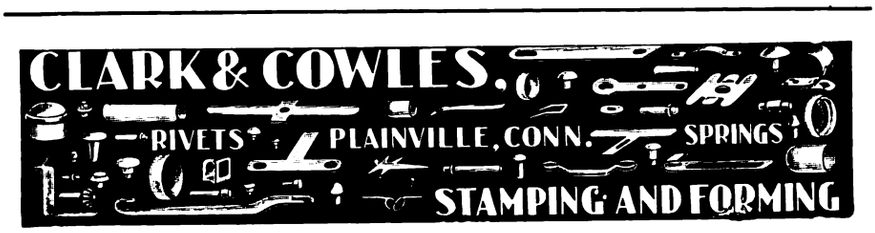
. . . "Electric" Spiral Screw-Driver. . .

THE BEST IN THE MARKET FOR THE MONEY.

No. 01, Length Spiral Extended, 18 in., closed 11¼ in. No. 02, Length Spiral Extended, 12¼ in., closed 8 in.

Order from your Jobber or direct from

VOIGT, STARR & CO., Sole Agents, 67 READE STREET, NEW YORK, U. S. A.



J. MARSCHING & Co.,



Importers and Manufacturers of

BRONZE POWDERS

In Gold, Aluminum, Copper and all colors.

BRILLIANT BRONZES for gilt work on Axes and Tools, Wire and Iron Railings, Hardware Specialties, etc.

LINING BRONZES for fine Striping on Bicycles, Carriages, Lawn Mowers, etc. GOLD PAINTS in package form for Hardware dealers.

Send for Samples and Prices.

27 PARK PLACE, NEW YORK.

ESTABLISHED 1869.

Porcelain Enamel Letters, Door and Number Plates.
. . . DEALERS SUPPLIED . . .



A. V. TAYLOR & CO., Enamelers,
Send for Catalog . . . CINCINNATI, OHIO.

You take no risk on the quality.
We make only the best!



Sand Papers IN Reams and Rolls
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

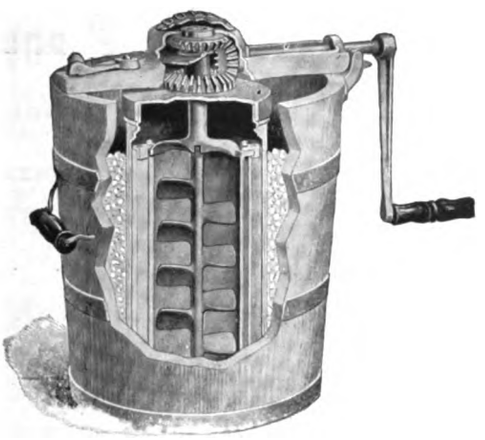
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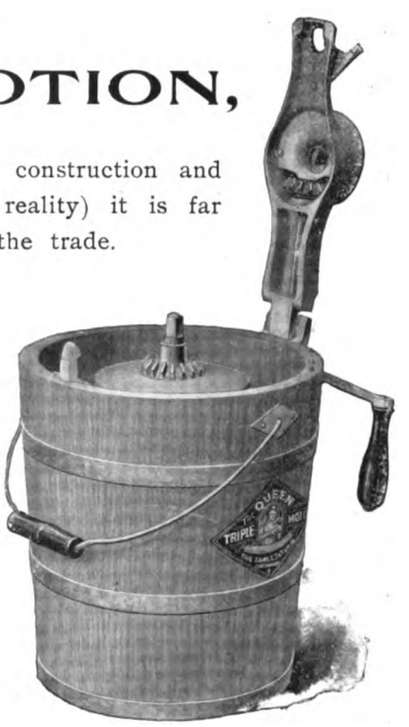
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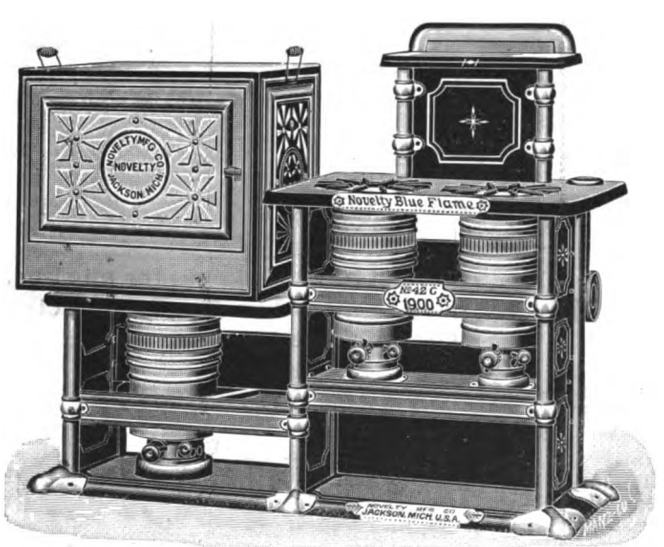
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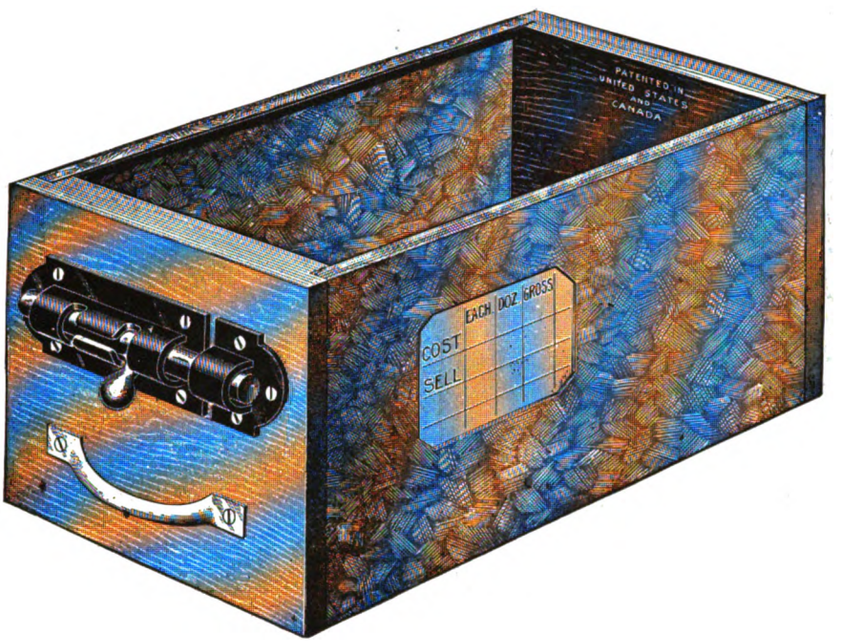
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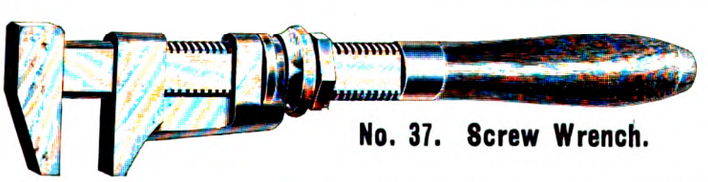
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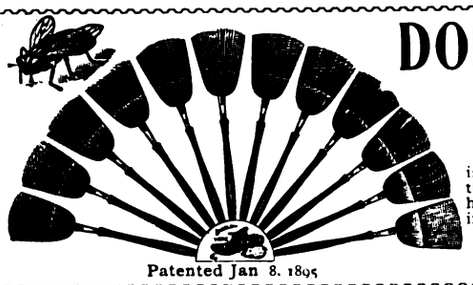
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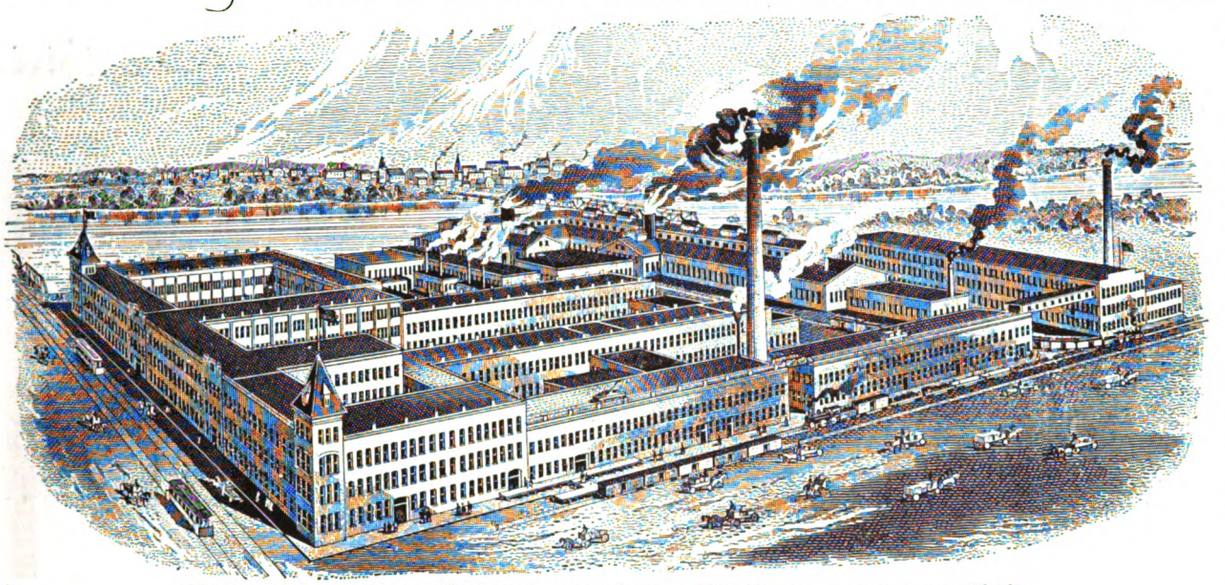
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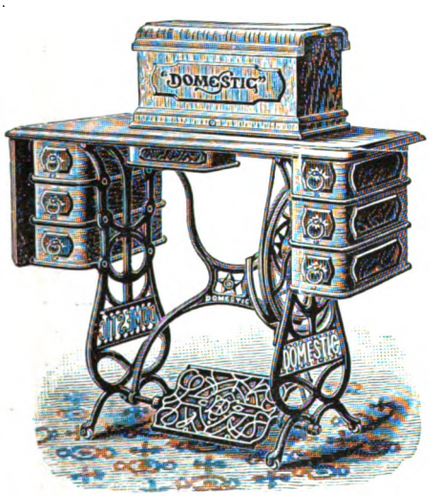
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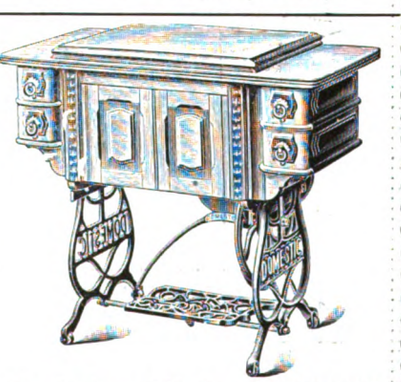
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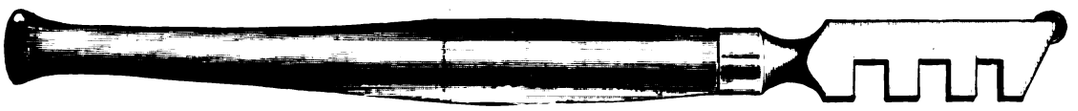
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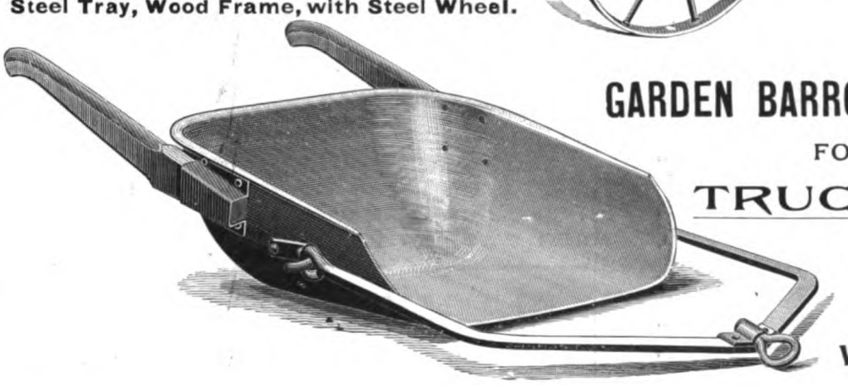
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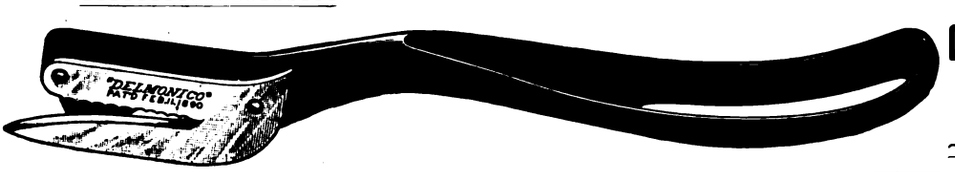
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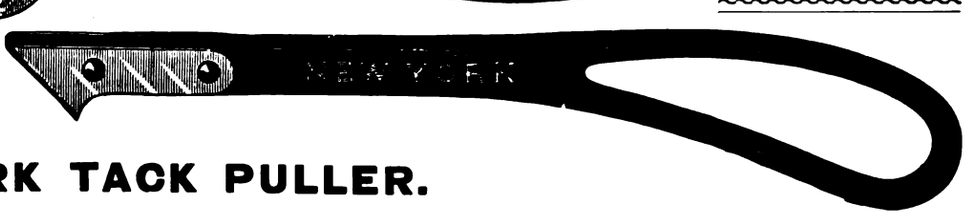
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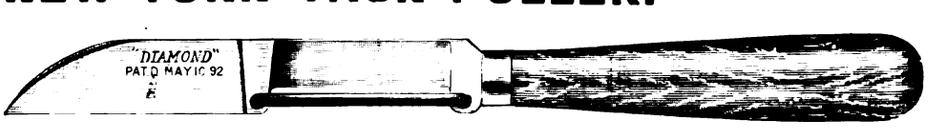




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Utilizing By-Products.

The question of disposal of waste material is an important one for every manufacturer and industrial community, states a correspondent of the New York *Tribune*. Preservation of water supply, availability of land for plant and storage, to say nothing of the pollution of the air and general health of employees, largely depend upon the solution of this problem, and it also means much in dollars and cents through the saving that incidentally may be accomplished.

Coal and iron men were the first to find the accumulation of debris a serious matter. Slack and slate could be put to no use. Furnaces were contrived that burned slack, but even then the difficulty was not obviated, for slate and dust remained. When coke was made a vast amount of braize (fine particles) accumulated. Riches went up in smoke until the by-product ovens came into use and ammonia, gas, tar and carbon were taken out, little being left Gas manufacturers found a ruinous waste till they began manufacturing tarred roofing paper, and even now they are not satisfied with the economy secured.

Iron mill owners from early days have not known until recently what to do with flue dust and slag, and workers of wood in saw and planing mills have had quantities of dust and shavings for which there was nothing but the furnace or torch, with danger of conflagration.

Pittsburgh has been a center of activity along these manufacturing lines, and here the solution of saving devices has first been worked out. Slag formerly was dumped out in great hot masses to be broken up later with the sledge and taken by rail to be used for filling. One day in Steubenville, Ohio, a workman, playing cold water through a hose upon red hot slag, accidentally turned the stream against molten metal. An explosion resulted, and when he looked for the slag it was not there. Instead he saw a snowy mass that looked and felt like asbestos. That was the beginning of the discovery of one form of mineral wool. Several iron and steel companies have improved upon the method, but the principle remains the same. The Illinois Steel Co., at Joliet, Ill., finds in this a means of using furnace slag at a profit. The wool is better than hair or tan-bark as a non-conductor for protecting and filling walls and floors of dwellings. Recently it has been used here in the manufacture of safes. Packed tightly between the steel walls, it is impervious to the burglar's tools. It will break any drill known.

Railroad men find that furnace slag, well broken, is excellent ballast. It is also ground here and made into tiles, fire bricks and Portland cement. The kind of product depends on demand and local needs.

The system of "briquetting" has provided new means of economy to both mill and mines. "Briquetting" has been known in Germany, France and Wales for several years. It was brought to the attention of Americans through consular reports. It consists in compressing in moulds, by simple and powerful machinery, any pulverized substance and holding it by some amalgam or "binder," such as resin, bitumen or oil. Three years ago Pittsburgh heard of machines for "briquetting" through B. C. White, a mechanical engineer now in Chicago, and H. S. Mould, a local manufacturer. Through this system and others similar, dust and waste fragments may be used. Among the substances handled at a profit are precious metal ores, tunnel dust, concentrates, coal, peat, lignite, coke, braize, iron ore, flue dust, manganese ore, iron, sand, cement, sawdust, cork dust, etc. The material is fed into machines and comes out in cylindrical chunks about three inches in diameter and four inches long.

The "briquetting" machine men complain that times are too good for them. Manufacturing establishments in Pittsburgh, Providence, Chicago and Philadelphiaare too busy or them to turn out the orders under eight weeks, and, when prices are good and profits are easily made, iron, coal and coke men are not particular about saving the little things. Times of reduced prices and narrow margins drive them back to the system of caring for scraps.

Mesaba ore, which crumbles easily, leaves a great deal of dust. Briquetted, it can be saved for $3.50 a ton. In the river valleys of Western Pennsylvania are three million or four million tons of coal dust, more valuable than slack or lump coal when solidified, as it is clean, not friable in moisture and possesses higher heat unit. Furnace flue dust is often 60 per cent. pure, and the value of a method of saving it is obvious. Briquetted coal is specially adapted to naval uses. Sawdust, compressed, becomes excellent fuel.

One of the greatest consumers of iron ore, the Carnegie Steel Company, has not adopted any method of working up slag and other furnace refuse, owing to the fact that it has spacious dumping grounds along the lowlands of the Monongahela Valley, that will be much more valuable when filled to a higher level. Safe and profitable disposal for several years is assured. When this fails doubtless some of the newest saving methods will be considered.

Slate, since the beginning of coal mining, has been a source of trouble and expense. A Monongahela River worker announces that it can be made into fireproof brick and moulds for casting ingots and other manufactures of iron and steel. Drain tile and sewer pipe of superior quality also come from this despised stuff. Over each bed of bituminous coal lies a layer of slate. This the mould-maker grinds as it comes from the slope or shaft, and, mixing it with something of the nature of cement, fires it to the proper degree of hardness.

There is no known limit to the use of materials heretofore considered as refuse. Manufacturers have only begun to see the opportunities within their grasp.

Changes in Harvesting Machinery.

It is wonderful to an old-timer to see the improvements in harvesting and threshing machinery which have come into general use, say in the past forty years.

The old "grapevine" or "turkey wing" cradle, in the hands of a good stout man, followed by some one with a wooden-tooth rake as binder (the binder, if up to snuff, would rake and bind after two cradlers) was thought to be near perfection in reaping in those days, and when from two to ten cradlers started in on a wheat field they soon put it in shock, especially if there were two or more in the crowd who were inclined to race. There are plenty of men living to-day who would at once recognize a "banter" when sounded by a cradler with his rifle or scythe stone by beating against the blade of a cradle and would feel like at once accepting the "banter" in like manner and trying for the championship, which meant either cutting into or around the man in the lead or making him "bush."

There are plenty of the older men who have used the flail or had their grain tramped out by horses or cattle and afterward cleaned the same with fanning mill or by holding it up repeatedly and letting it fall to be cleaned by the wind.

To-day we have the header and self-binder for reaping, and machines for threshing in such perfection that the handling of grain in quantities of hundreds of acres is a job more easily, perfectly and quickly dispatched nowadays than a "patch" of ten or twenty acres forty years ago.—*Kingman Leader-Courier*.

Experts say that the buried city of Pompeii has not yes yielded up a third of its artistic treasure; that at the present rate of progress seventy years will elapse before it it thoroughly unearthed.—*Ex.*

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Inventions That Help the Farmer at Planting Time.

Up to the middle of the last century there was no connected progress of invention or improvement in regard to agricultural implements. Each country employed such types of implements as had been handed down from generation to generation. Improvements were rarely made, and, as a rule, were not perpetuated, but disappeared upon the death of the craftsmen, a trifle more ingenious than their fellows, who designed them.

To England belongs the honor of first setting in motion the stream of agricultural invention that has swept on steadily and with increasing volume ever since. About the close of the eighteenth century a number of improvements in agricultural tools were made in various parts of England. Iron came to be increasingly used and soon displaced wood altogether for the parts of tools and implements designed to be in contact with the soil.

As the United States was at first wholly dependent upon agriculture, invention in this direction began at a very early date in the national history, the American inventors beginning where the English left off. At this time, however, labor was too cheap for labor-saving appliances to be in great demand, and the country—but just reclaimed from the forest—too rough for rapid-working machinery to be possible.

One of the first American inventions for the exclusive benefit of farmers was that of the plow. The first patent was granted in 1797 to a resident of New Jersey. The claim was for a plow of solid cast iron—excepting handles and frame—consisting of a bar, sheath and mould plate. It cut and turned the soil very well, but farmers did not accept it at first because they thought that iron was poisonous to the land. In 1819 the plow was still further perfected, receiving its present form, the share, shin, mould-board and land—side being of cast iron. In this plow a characteristic American idea was thus early introduced, namely, the interchangeability of the parts.

The rapid development of the Western States gave rise to a great expansion of the plow industry. The use of steel and chilled iron resulted in many new inventions and improvements, and during the last twenty-five years the old-time single walking plow which followed the general lines of the inventions of 1797 and 1819 has been followed by sulky plows, gang plows, steam plows, disc plows and all have been brought to a degree of perfection in design, strength in construction and cheapness in cost that seem almost incredible.

Just as the first plow was a pointed stick, so the first harrow was the limb of a tree with extending branches. This suggested the A form of a drag with teeth inserted. This came down, with minor variations in shape, to the middle of the present century, practically unchanged. Then, in 1847, an American inventor patented a revolving disc harrow. Many have been the inventions and improvements since then. We have now, besides the common drags and harrows, lever harrows, spring-tooth harrows, disc harrows, etc., in great variety and style, and some of them are combined with seeders. The disc harrow has been developed into an excellent cultivator and finally into a plow.

Hand dropping and sowing of seed was the common practice down to the middle of this century. About 1730 an English inventor produced a machine that was the prototype of the modern drill and spent a fortune trying to establish its use by the farmers of his day. By the end of the century some advance had been made in the production of mechanical seeders; but few farmers adopted them and seeding continued to be done in the old way. The first American patent on a seeding machine was granted in 1799, and several others were issued during the early years of the century, but nothing practically operative was developed until the feeding cavities and devices for regulating amounts of seed to be delivered were invented and patented in 1840. The feeding and dropping devices having thus been invented some fifty years ago, various kinds of seeding machines—drills and broadcast sowers—were thereafter produced, improved and perfected and their use in agriculture thoroughly established.

The corn planter is strictly an American invention. The first patent of record for a corn planter was issued in 1839. During the years following several patents were issued that covered devices and improvements in hand and horse planters, the most important of which was issued 1853, and laid the foundation of the corn-planter industry. The hinged marker was successfully attached in 1857. The first patent on checkrowers was granted in the same year. Fifty years ago corn planting was all done by hand; now it is all done by machinery, the standard corn planters with checkrowers doing the most of it and drills and listers the rest. Corn planters are now substantially perfect in their construction and operation, and as labor-savers they are not excelled. The potato planter is a new, interesting and successful addition to the planter family.

The original cultivator was simply a hooked stick, like the original plow; this in time was developed into the hoe, which remained the common cultivating implement until this century was well advanced. In this country the hoe and the plow system of cultivating corn prevailed until corn fields began to be of considerable size when the single shovel plow was produced by some blacksmith, and later another shovel was added, forming the two-shovel plow which came into general use during the fifties. In 1856 a patent was taken out for a straddle-row two-horse cultivator, the first patent in this class of implements. Other patents followed, and these implements are now built in great variety—hand and horse, single and double, walking and riding, shovel-bladed, spring-tooth, disc, etc.—and in their manufacture millions are now invested.

A complete list of the devices now manufactured for the assistance of farmers at seedtime alone would fill this page, but the foregoing brief sketch will give some idea of the progress of invention in this important field.—*American Exporter.*

What's the matter with some enterprising Hardware house equipping railroad cars of their own with sample compartments and a traveler's corner, after the idea of theatrical troupes? Maybe this mode would not be more expensive in the end than the detailed system now in vogue, and probably more satisfactory. How to induce the buyer to visit these sample establishments on the track? Well, they might go there for novelty's sake first, and later on from force of habit.

Busy times should be synonymous with busy advertisers. As it is, busy times often produce the indolent advertiser. Some people are influenced to advertise only when business is so dull and orders so scarce, printers' ink obtrudes as the last straw.

Taking the earth as the center of the universe and the polar star as the limit of our vision, the visible universe embraces an aerial space with a diameter of 420,000,000,000 miles, and a circumference of 1,329,472,000,000 miles.—*Exchange.*

No waste paper basket has ever been constructed to hold good periodicals or magazines. No sooner does one by chance get in than out it comes again. There is always just one more who wants to read it.—*Our Wedge.*

Bees raised in Texas are shipped to all parts of the world.

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THE NEW YORK PUBLIC LIBRARY

American Competition.

Why American industries are able to compete successfully with those of Great Britain can be assertively answered in a paragraph, says a writer in *London Engineering*. It is because of better organization; more complete adaptability of system; greater incentive; a higher, or broader, development of engineering as a profession; ready flexibility to meet new conditions, and because low priced craftsmen in Great Britain may and do more quickly become high priced master workmen, or foremen, or superintendents and proprietors, when transferred to America. But assertions are not reasons It is the examination of those causes which, in the opinion of the writer, permit this condition to exist, which must constitute an answer to the query propounded. * * *

Low priced labor is not necessarily, nor is it as a rule, the least expensive. The lower the price paid for a defined term of service, the less is the incentive to produce greater results within that term. This is inborn; it is human nature; the principle is correct; it will outlive trades unions, and harsh masters. The more effective the machine, or process, or plant, the better should be the man who responsibly controls or operates it, and the greater should be his recompense. And the corollary to this is: The better the man, the more accurate and the keener his intelligence, the better will be the thing which he will fashion every time.

British, Swedish, German, French and Swiss mechanics, that is to say, skilled hand workers, dexterous through long, careful apprenticed training in the use of hand and of machine tools, have been largely the foundation and the mainstay of the success of American manufacturers. To a considerable extent they occupy that position today. You teach the kindergarten principles; we complete or develop that training, and quite properly derive the benefit. Do you begrudge such a result when derived from such a cause?

Environment, in its broadest aspect, should be given, it is believed, the first place among the reasons for American constructive success. It is quite possible that an engraver or a watchmaker could ply his handicraft in the depths of a coal pit lighted by a tallow dip, but it is beyond dispute that the quantity of his work and the degree of his excellence would be much greater were the operations performed at the surface in the full volume and steadiness of the north light. Would auld Scotia have had that proud distinction "never conquered" had the national tipple been less inspiring than usquebaugh? Think of fording Highland burns or trudging miles in moorland mists on a diet of dough and beer! These simple illustrations must suffice as well for the intellectual and the moral as for the physical.

Closely allied to this phase of the matter is freedom of exercise of ambition upon the part of the operator, and measurably proportionate pay for the results obtained. This covers the great principle of incentive, and applies both to the operator and to the proprietor. Americans can in nowise claim to have reached an ideal position in this respect, but it is maintained that this principle has been carried further in America and has produced better effects than the system in vogue in Great Britain and elsewhere, the consequence of which is to produce an average result equal to that of the least efficient member.

The position, as a manufacturing nation, of Great Britain is that derived from dear-bought and long time-developed experience. May it not be accepted as an axiom that that which is obtained slowly and by arduous effort will be the longer cherished and retained? Experience is the most valuable asset of civilization. It is also, too frequently, the greatest bar to progress. Pig headedness, obtuseness and stupidity are often excused on the plea of "experience." It is mainly from too firmly anchored opinions which have sprung "that conservatism which fights all innovations, simply because they contravene present ideas and practices, and against which advancement must ever contend." On the other hand, the relatively high place occupied by the United States in all except the heaviest classes of machinery, forgings, etc., has resulted to a considerable degree from successful experimentation, the consequence being a greater and better output in less time, or with less labor, than is possible by old methods. It is confidently asserted as a fact of common knowledge that the necessity or the desire or the spirit which conceived the vision of an improvement in process or method, and then promptly carries it through to a successful practical demonstration, is the most likely to be eager and ready to improve upon the improvement if the opportunity is presented. "Every undertaking, properly executed (should) bring about improvements in the process of execution."

There is no doubt that the interchangeable, or, more properly, the duplicate system of construction of the component parts of machinery and structural steel members, has been carried to a higher stage of development with us than elsewhere. The contingent advantages arising from this development could hardly have been foreseen by the early promoters of the system. It undoubtedly has had much to do in generalizing the practice of paying for construction by the piece, or to base the per diem wage upon the number of parts or operations produced in a given time with given facilities. It is only by the proper carrying out of this method that the ability of the operator can be ascertained and obtained; it is only by this method, too, that the operator can obtain increased wages for the higher cultivation of his skill. Moreover, it is only by this method that the full capacity of the improved machine, or special tools or fixtures, can be derived. Thus, the engineer who designs a tool whose output of a certain kind is increased over previous practice, is entitled to that increase. Again, the operator who by diligence and the exercise of his ambition obtains the greater output from that tool is entitled to the larger remuneration. A really successful duplicate system of construction involves intelligent co-operation. The consequence of this co-action with us, and there has been much of it, has been a higher average of wages to the workman, and a greater or a better (and hence more salable or more profitable) output for the proprietor. This would seem to come fairly close to the "business end" of the matter.

This inquiry can also be well answered from another point of view, one which, because both complimentary and truthful, may be the more gracefully received. The condition indicated has been largely produced, or made possible, from those splendid British characteristics, tenacity of purpose, perseverance, stubbornness, patience, loyalty, respect for usage, and maintained performance of duty according to the conscience or under orders. These attributes, when applied to new fields of progress, mean slowness of change from existing methods, more or less of defiant, crusty opposition to modification; satisfaction with that which has been accomplished in the past, and stolid confidence, or indifference, as to the results of the future. Great may be the impetus due to environment; much greater may be the restraint of precedent! And just how this may operate in practical life may best be illustrated by the presentation of an imaginary case, Thus, assume two engineers, British-born and bred, each the equal of the other in technical training and general commercial ability. Place one in charge of an old established manufacturing plant, venerably situated, every machine with a legendary history; the operators descendants of operators, skillful as, and only as, their forbears were skillful. On all sides, within as without, the same adolescent conditions

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prevail. Why "apply a ruthless hand here? Why not maintain 'the even tenor of his way?'" The time-honored plant will remain and, mayhap, the business will continue. Now imagine our other engineer with an exactly similar plant and business, but that all are transposed intact to, say, the heart of our New England, with its all pervading atmosphere of energy, invention, system and exactness. How long can he there continue commercially? Theoretically, not one day; practically, until his capital is paid out. The time-honored plant would remain, but the business must of a certainty vanish or change hands. But imagine that, becoming quickly imbued with the spirit of progress (the necessity, here, of existence) he casts the archaic tools aside and razes to earth the roof and walls, time-honored though they be. Verily, the shadow of antiquity will have departed; but the seed and essence have been retained! And in the goodness of time Engineer No. 2 may with some justifiable elation, supply Engineer No. 1 with the results of modern enterprise. The lion may slowly raise his shaggy head and growl a bit, but, well, "'tis his nature to."

The foregoing phantasy may be objected to as indicative of irreverence. Undoubtedly that is true. But while it has chiefly been employed to point the moral of a condition rather than a theory, it also leads directly to a well-defined characteristic and practice peculiar to American constructors, namely, the knowledge of when, and the courage to, promptly discard outfits of special tools, even when originally very expensive and yet measurably efficient in performance, when a still better and more productive design is suggested for substitution. This is where American civil and mechanical engineers have scored their greatest successes, the outgrowth, it may be said, of cultivated dissatisfaction with anything susceptible of improvement. Such actions frequently involve sweeping changes and complete rearrangement of machinery and personnel, and an upheaval of this kind is the most severe test of the duplicate system. Right here may be quoted some observations recently expressed to the writer by one of the most expert and successful mechanical engineers and superintendents in New England: "The chief trouble with the foreign mechanics is that they know only one branch of the business, which is due to the laws of their trade unions, which in many cases prohibit the working of more than one machine; hence they learn only one branch of the business. This destroys the ambition of the workman, and limits his production and his value. This is especially the case with the English trade union mechanic. For files and fitters, or vise men only, Germans are the best men for this class of work we can get. Their early training at hand work makes them expert in this line. The Swiss are fine workmen, and they take advantage of machines very readily. The Scotch and English workmen are also hand workers, and they are our blacksmiths or anvil forgers. They are the only fine smiths in America to-day, as this business has no attraction for the native boy, who usually prefers to take a clerkship at about one half of the remuneration."

The Blacking of Ironwork.

The following will be of use in the workshops of many of our readers. Japan is mostly employed for the blacking of ironwork, and is made of two sorts, viz, that which is known as baking japan, which requires heat to harden it, this being the kind mostly employed with cycles; and that which dries in the open air and at the ordinary temperature; and it is of this nature that the now much-used cold lacquers partake. The ordinary black japan is made by dissolving asphaltum, and then mixing and boiling it with oil. That which calls for heat to harden it is permanent in tone and quite durable, the japan being burned, as it were, into the metal; whilst that which dries at an ordinary temperature is not at all durable unless protected by a coating of good varnish. Smaller pieces of ironwork are dipped into the baking japan while warm, allowed to drain for a short time, and then put into an oven and heated to a temperature of several hundred degrees Fahr., when they emerge from the oven with a beautiful jet tone and high lustre. This plan is very useful for goods and parts which have got shop-worn or dull from being stored too long. For fine ironwork it is best to apply a coating of dead black color first, on account of the great transparency of the japan, which a few moments afterwards can be applied with a brush. The ordinary asphaltum varnish is a similar substance—a jet black, which dries quickly without any extra heat. It should be thinned with a very little turpentine and applied with a brush. The air-drying japan does not harden so well as that which is baked, and its gloss is soon lost, but for any parts which are not much handled it may be recommended.

An alternative method of blacking iron is to employ ivory black ground in brown japan. This is made up much of the consistency of butter, and requires to be well thinned with turpentine, a small flat camel's hair brush being used. It dries in a few minutes, and should then be varnished. When work is wanted in a hurry, one or two coatings of French shellac varnish is as good as any, as it dries in five minutes or so. For cheap work, lamp black and varnish for the carriage shop, or lamp black and shellac varnish for the harness shop will do admirably, but asphaltum is, of course, to be preferred. For the japanning of small articles, the best brushes to use are 1-inch flat badger bass brushes with tin ferrules. When working, it should be borne in mind that all japans are transparent, and that when one coat over a bright metallic surface does not cover satisfactorily, a second coating must be applied, care being taken that the first coating has become thoroughly dry, or rough, dull work will result.—*The Carriage Builder's Journal.*

Horseless Fire Engines.

Now that the automobile is coming into such general vogue that all the traffic of our cities bids fair to be revolutionized thereby, we must look for a corresponding reform of our great municipal fire departments. Steps in this direction have already been taken in Paris, where every fire brigade is to be equipped with horseless engines and apparatus; in Buda-Pesth, where self-propelled fire engines have become a familiar sight, and in New York, where the Chief of the Fire Department can daily be seen darting to points of danger in a specially constructed automobile of his own, with which he can distance all other vehicles on the way. In New York, as well as in other American cities, such as Boston, Hartford, Pittsourgh and Buffalo, powerful steam fire engines which can be run without the assistance of horses, have indeed been in use so long that they are no longer considered in the light of experiments.

This is but as it should be, since fire engines run and operated by steam must in truth be regarded as the first practicable forerunners of the modern automobile. Long before automobile pleasure carriages were heard of powerful steam-traction engines were employed to fight fires, and some of them were brought to such a point of perfection that even from our present *fin-de-siecle* point of view they leave but little to be desired.

It appears strange, in view of the great progress of electricity in America, that so little in that line has been attempted in connection with fire engines.

The City of Paris, in this respect, is more advanced even than the cities of the New World. Already many self-propelled fire engines, horse-wagons and hook-and-ladder trucks of various types of construction have been put in operation, and others are added as soon as available, until every important fire station will have this modern equipment.—Capt. Cordier, of the Paris Fire Department *in The Automobile Magazine.*

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Stage Hardware.

Theatrical Hardware is something that the theatre-going public doesn't know much about, but it is a most important part of the scenic parts of every play that is staged, and forms a considerable part of the expense, says the New York *Times*. Stage Hardware is an expansive term, and includes many things that would be a surprise to people who believe in the exact application of terms. Rainstorms come in correctly in the classification, hailstorms to some extent, and snowstorms and fogs also go with the Hardware, but not so aptly.

Genuine Hardware includes the big three-headed steel screws, brace hooks and eyes, clamps, braces, mortises, windlasses and curtain guides, and a stage carpet tack would be a surprise to the housewife who thinks she knows everything about house-furnishings. Stage grass, money, lamps, ropes and a good many things in the nature of properties get mixed up with the Hardware, and the corners, keystones and profile of wood are most important. The latter is used for innumerable purposes.

There is a little woman in upper New York who has a monopoly of a good part of the theatrical Hardware business of the city. In a little shop of which she has been in charge with her son since her husband's death she was telling some interesting things about the business the other day and revealed some of the stage secrets of plays now running in New York.

"Profile is one of the most important things in the business," she said, "and it is used for almost everything that can be imagined. Profile is wood which comes in long sheets a quarter of an inch in thickness. For all the fancy decorations in rooms this profile is used, for trees and vines, of which the audience sees only the face, pillars, stumps of trees, and almost everything that any one could mention. To show how it is used there may be an orange tree in the play which is seen standing by one corner of a house. A sheet of profile is fastened down the length of the house, on it is painted the orange tree, the leaves and fruit outlined, and then they are all cut out, and there, as far as the audience can see, is a well-developed orange tree.

"There are small saws a foot and a half or so long which come for the purpose of working with this profile, and they are sold with it, a dozen at a time. They have the appearance of the tiny saws that are used for fret-saw work, only on a larger scale. They would come under the head of genuine Hardware, and they are the only things with which the profile can be cut satisfactorily.

"In 'The Man in the Moon' a great deal of profile was used. There were 2000 square feet in one act for the arches and fancy work. Then the chariot in 'Ben Hur' is made of profile. Oh, yes, it is quite strong enough, for there is no weight that comes upon it. All the supports are of ironwork, and the horses do not draw the chariot. They were trained a long time for that play, and they gallop, but the chariot does not move; the wheels are turned by an electric motor inside.

"I suppose no one doubts that there are real lamps in the play of 'Sherlock Holmes,' and that one is broken every night. They are genuine lamps, and there is real oil in them, and they are not only broken in the play, but Mr. Gillette has broken one at every rehearsal. We made three lamps before we could get one that was just the thing for that play. There is the regular lamp, but the oil is not in that; it is in a brass tube that is inside; the burner fits on that tube, so that when the lamp is broken the oil is not spilled; the force of the blow puts the light out immediately, and there is no danger. They order those lamps 100 at a time, and they are sent up by the barrelful.

"The miner's lamp they use in the gas-room scene, the lamp that is put behind the box, was the hardest thing to get. Mr. Gillette knows exactly what he wants and it must be exactly right. They took the play to Scranton and thought they would be able to get one there without any trouble, but they couldn't find the right kind. Then we undertook to get it, and finally found one that had been kept for a souvenir. It was such a rusty old thing that no one would have given ten cents for it, but it was just what we wanted.

"How do you suppose they work that cigar in the same scene? We don't furnish anything for that but I know how it is done. The cigar is in the wall there by the window all the time. There is an electric light through it and there is a box over it, which, just at the right time, Mr. Gillette knocks off. I bought the gray shawl that Mr. Gillette wears when he comes in disguised as the old man. I had to try some time to get just what was wanted, the kind that an old man would wear. It takes a woman to get things like that. She has more idea of what is wanted. The Hardware for that play cost altogether over $400.

"The Hardware, ropes, etc., for 'Hearts Are Trumps' cost over $500. There are 12,000 feet of rope used in that play. No, we didn't have much to do with the avalanche. The play came from the other side, and it was made there, but it had to be remade over here. We are preparing a rainstorm now for the Empire Theatre. You have a 1¼-inch pipe with holes six inches apart, a rubber hose attached, and then the water is turned on with more or less force, according to the storm required. An ordinary rainstorm would cost about $15 to prepare. Snowstorms are comparatively cheap. In 'Way Down East' it snows through an entire act. Snow is sold by the pound, and that storm would take about eight pounds of snow at fifty cents a pound. The snow is put up in a bag with holes in it, and then two men pull it, one up and one down. The snow falls from a height of about thirty feet, and when it gets within ten feet of the stage it begins to flurry, from the currents of air it meets. Snow can be used over and over again, so it isn't expensive.

"A fog is a great extravagance. One will cost $25 without making. It takes the very finest gauze, which is $25 a piece, and then there are the ropes and other things that are required. Hail is made of beans falling on wood or iron, according to the force of the storm, and that is not expensive.

"Melodramas are the most expensive plays in the way of Hardware, usually. 'The Great Ruby' was an expensive play. The trap for the balloon in that play cost over $1000, and the Hardware and the ironwork cost $700. Mr. Daly was one of our best customers. He was a splendid manager and knew exactly what he wanted, and never minded the expense if he got what he wanted. He wanted the best of everything. There are many things bought for a play and then not used. They are never sent back, but put aside, and are so much loss. There were some scales, the very best that are made, bought for the 'Runaway Girl,' and then they were never used. Charles Frohman is another manager who wants the best of everything, knows what he wants, and is pleased when he gets it.

"The carpet nails that are used in the stage carpets have not much resemblance to the ordinary carpet tacks. It takes about two dozen for an ordinary carpet. They have heads about an inch and a half in diameter, and are put into brass sockets.

"Something new that we are having made now is English banknotes, for we are having so many English plays. Heretofore we have had only the regular $10 bills that are always used for all stage money. There has been a great demand for stage money lately. I have sold more within the last few months than I ever have before. There is one woman who has been in to buy it several times. I don't know what she uses it for; some trick I suppose. She only gets twenty-five cents' worth at a time. It costs seventy

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five cents for one hundred $10 bills; it is something of a green goods business.

"A play with a good many scenes always takes a good deal of Hardware, like 'Henry V.,' which Mansfield is going to bring out with seventeen scenes. 'Ben Hur' took a great deal, and plays like 'The Man in the Moon,' 'Hearts Are Trumps' and 'From Broadway to Tokio.' The Metropolitan Opera House uses a great deal of Hardware for the different mechanical effects it has there. The management spends regularly from $200 to $700 a month."

Progress of Invention in America from 1800 to 1900.

Perhaps the most striking product of American ingenuity is the modern twenty or thirty story office building, a type of structure rendered possible by two comparatively new inventions, the passenger elevator and improved steel. Nowadays every high building in America is erected on a skeleton of steel, which has to be of a certain quality in order to bear the weight, and the production of such metal depends upon processes not long known. As for the passenger elevator, the first devices of the kind were introduced not more than thirty years ago. The dwellings of a hundred years ago—even those of the rich—were vastly less comfortable than those of to-day. They were not provided with running water, which in the laborer's cottage of the present time is regarded as an indispensable requisite to comfort. What is called modern plumbing was of course unknown, and the luxurious bathroom, with its hot and cold water and sanitary apparatus, was as yet unheard of. There were not even comfortable stoves, and hot-air furnaces were a thing of the future. Nobody had yet thought of steam heating.

The houses of that day had no carpets of the modern sort and wall paper was unknown. Woodwork, now produced by machinery, had then to be made by hand entirely, and was proportionately expensive. All of these things, now matters of course in every well-to-do household, are nineteenth century inventions. In the year 1800 pretty furniture was a luxury that cost enormously; at present good and really artistic things in the way of *ameublement* for the bedroom, dining-room and drawing-room can be obtained at prices almost incredibly small. And we must not forget the multitude of small ornamental articles purchaseable to-day for next to nothing, all products of modern ingenuity.

Conveniences in the way of furniture have been created in astonishing numbers in the last few years, among which may be mentioned folding beds and articles convertible to a variety of uses. The kitchen utensils of to-day would astonish the old-time housekeeper, from the mechanical egg beater, to the dish-washing machine. It is a mystery how the people of 1800 got along without wire fly screens. Cheap mirrors were unknown to them. If their dwellings caught fire they had no fire extinguishers or fire escapes, and there were no steam fire engines to come to the rescue. For illuminating houses there was nothing better than oil lamps or candles, and such a thing as a friction match had not been thought of. It was not until 1827 that the lucifer match came into use. Think what a revolution in human affairs has been brought about by this little invention! Its discoverer deserves to be called a second Prometheus.

There were pianos of a sort in those times, but nothing like those of the present. Nowadays we even have pianos that play themselves, and which reproduce the performances of the best masters with absolute accuracy. Through the development of machinery, indeed, more and more of man's work is being relegated to automata.

The printing press, perhaps the most wonderful of all mechanical achievements, is a most highly complicated automaton. In its latest form the newspaper press prints several colors at one impression, folding, stitching and counting in an hour 12,000 colored supplements of twenty-four pages each. The presses used by the great magazines move at a slower speed, but do more perfect work, several highly specialized patterns of machinery being employed, according to the paper used and the kind of printing to be done. The machine that attaches the cover to a magazine is another ingenious device of recent invention, one of the many modern improvements that have made it possible to place good literature before the million at the low prices that now rule.

There could be no better illustration of the progress of mechanical art during the present century than is furnished by the development of printing machinery. In 1800 the entire process of making a book or a newspaper was done by hand. Indeed, newspapers as we know them practically did not exist, and the age of illustration, with its multitude of patented processes for producing and multiplying pictures was yet to arrive. In those days paper was made almost exclusively of rags and was very costly. Nobody had thought of utilizing for paper-making the material of the forests, which is now being devoured at the rate of thousands of square miles annually for the production of the daily prints. Still more recent is the perfection of the linotype or mechanical compositor, which sets type with great accuracy and rapidity, casting the molten metal as fast as the words can flash through the mind and fingers of the operator who transcribes the "copy."

Who supposed in 1800 that such a thing as a machine for sewing would ever be devised? Attached to the earliest model of Elias Howe's invention, exhibited at the Patent Office, is a label on which is written the couplet:

"I am the iron needlewoman
Born to toil but not to feel."

Another type of sewing machine has been invented for operating on shoes, and in consequence of these wonderful machines good clothing and good shoes are now within the reach of almost every one.

What the sewing machine has done in its own field has been accomplished for the art of writing by the typewriter, which may be said to have come into being within the last twenty years, industrially speaking. It has opened a new field for women's work, and actually has enormously increased the quantity of matter written. It has rendered letter writing so easy that many people now keep up a large correspondence who would write very little by hand. Incidentally, the volume of the mails has been proportionately augmented. Speaking of mails, how striking it is to consider that in 1800 there was no such thing as a mailing envelope or an adhesive postage stamp! In those days it cost 25 cents or more to send a letter a short distance, whereas one now may ship an ounce of correspondence across the continent for 2 cents, and printed matter passes at still lower rates.

Before going further we ought to speak of agricultural machinery. At the beginning of the present century there was nothing of the kind in existence. No way of reaping the crops was known except by hand. It may fairly be said that the inventions of McCormick and others have made this country agriculturally. The vast grain fields of the West could not possibly be reaped by hand. Nor, again, would it be practicable to carry the grain to market without the aid of modern inventions in transportation. These latter have been essential to the development of the agricultural resources of the country. In old times the producer's market was limited to the district he could reach with horse transportation. The cost of getting our grain from the fields of the West to Europe would be prohibitive without railways and steamships.

The screw propeller, invented by Ericsson, and the air-brake, invented by Westinghouse, are the most important inventions in this field, after the invention of the steam engine itself. The bicycle is too familiar to require more than mention here—it is a product of the last quarter cen-

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tury. The textile industries are well-nigh the creation of the last hundred years, as is also the vast group of industries depending upon iron and steel. The marvels of the telephone, the telegraph and the electric light are so familiar as to require no description. When the projected cable has been laid from San Francisco to Manila it will be practicable to send a message around the world in three seconds. The electric street railroad is an accomplished fact, and experts are of the opinion that before long steam locomotives on all railways will be supplanted by electric engines.

At the beginning of the present century the methods of obtaining metals from their ores were comparatively crude. Modern science has improved them vastly, and most particularly with regard to silver and gold. The so-called "cyanide process" for extracting gold has made it possible to work low-grade ores at a profit, and to this invention is due the development of the mines of the Rand in South Africa, which now yield $50,000,000 worth of gold per annum. If it were not for the cyanide process they would not be worth a cent. Partly due to improvements in the extraction and refining of metals has been the modern betterment of guns, warships and all sorts of military engines. The art of war, indeed, has progressed quite as much during the present century as any other art. One of its most marvellous engines is the fish torpedo, which swims beneath the water and carries the doom of a battleship in its nose.

Paper to-day is employed for an immense number of novel purposes—for carpets, electric conduits, lead pencils, car wheels, boats, pails, coffins, brushes, combs and telegraph poles. The cheapness of envelopes is accounted for by the fact that a single machine cuts, folds, gums and prints them. The cash register is an invention of no small importance. Cotton-seed oil was a waste product a few years ago; now it is one of our great exports, thanks to machinery which cleans the seed and expresses the oil. From a century-old point of view nothing, surely, could seem more wonderful than photography. That it should be possible to make the sun come down and take pictures was never dreamed of in the philosophy of Franklin and his contemporaries. Lithography, by which the most beautiful pictures are printed in colors from stones, is another latter-day marvel.—ARTHUR P. GREELEY, Assistant Commissioner of Patents, *in Munsey's Magazine.*

Eli Whitney and the Cotton Gin.

Many of our readers may be interested in the following account, taken from the *Farm Implement News*, of how the cotton gin, that has done so much to make cotton so great a factor in the commerce of the world came to be invented.

Eli Whitney, born on a Massachusetts farm in 1765, was but a boy when his country was fighting for her independence. Though a farmer's son he had an innate desire to make things of iron, and to make them better than other people made them. His talent in this line, shown in his early years, was given some license by his parents. So effective was it that it pieced out well his father's small income and attracted not a little local attention. Though ambitious as an ironmonger, he also developed ambitions for a classical education. So having earned a small sum by his clever shop work, he entered Yale College in 1789 and graduated four years later.

Four years of classics had remodeled his ambitions completely. With an aspiration to teach a private school he started South, where the country then offered good inducements in this line. It so happened soon after his arrival in Savannah that he met the widow of Major-General Nathaniel Greene, the greatest Southern general of the Revolutionary War. By Mrs. Greene he was invited to spend a few days on her plantation, where was then residing Phineas Miller, himself a graduate of Yale. A little talk with Phineas Miller and Mrs. Greene induced Whitney to take up the study of law instead of the profession of school teaching.

Whitney's inventive genius and skill with tools had not been smothered with Greek and Latin. Some incidental show of cleverness in the Greene home attracted his hostess' admiration. When a fortnight or so after his coming, at a gathering of leading Georgia planters at her home, the lack of a good cotton-cleaning machine was deplored, Mrs. Greene, woman fashion, said to these puzzled business men: "Get my friend, Mr. Whitney, to make you a machine. He can make anything."

To Whitney, who had never seen cotton growing, nor yet a cotton seed, the needs in the case were explained by the planters. He promised to think over the matter. He shut himself up in a little log house near the Greene mansion for ten days. At the end of this time he had contrived a model of a cotton gin—practically the same machine that cleans the cotton of the world to-day.

To show the tremendous money value of this ten days of good thinking, a glance at the condition of the cotton industry in 1792 is necessary. Cotton had been grown in the world since history knows not when, it being indigenous to all countries within certain latitudes. Cloth was made from it by native Americans from Patagonia to Mexico, as it had been by the Egyptians for some two thousand years before America was discovered. But the manufacture was feeble, and attended with many difficulties even up to the end of the eighteenth century. The two great drawbacks to the manufacture of cotton fabrics were the lack of the necessary machinery for spinning and weaving, and for separating the seeds from the lint.

Just before the coming of the cotton gin three notable inventions in the textile industry had been brought forth. These were (1) the spinning frame, a machine by which cotton could be twisted to a hard warp for weaving; (2) the spinning jenny, a machine for spinning more than one strand at a time; and (3) the power loom. All of these greatly cheapened spinning and weaving. But their usefulness was limited as long as manufacturers could not get cheap cotton. The whole world was looking for an Eli Whitney when this young college graduate met the Georgia planters at Mrs. Greene's.

Beveling Glass.

Beveled glass is not new, says *China, Glass and Lamps*, but it is now far more extensively used than formerly. Twenty years ago beveled mirrors were comparatively rare; now they are common and are seen in many shapes and sizes. Beveled plates, large and small, and both straight and bent, are used for various other purposes. The process of glass beveling is very simple, but the work calls for skill on the part of the operators.

The plate to be beveled goes first to the roughing mill, which is a solid, heavy steel wheel about two feet and a half in diameter, set horizontally, and turning at a high rate of speed. The upper face or top of this wheel is slightly roughened. Suspended over the wheel is a big hopper containing sand, which is fed down through a spout in such quantity as may be required upon the top of the rough-faced steel wheel. The grinder holds the plate to be ground in his hands, with the edge to be ground off upon the face of the roughing mill; he shifts the plate along as the glass is ground away. The expert grinder, holding a sheet of glass against the roughing wheel in this manner will grind a true bevel, with a perfectly straight line along its inner edge, and he brings the side bevel together with a perfectly true angle at the corners.

In the roughing mill the bevel is wrought to shape but its face is rough looking and feeling, in fact, like what it is, ground glass. The plate goes then to the emery wheel, also of steel and set horizontally. Suspended over the

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wheel is a little hopper filled with emery, the emery feeding down upon the wheel. Upon this wheel the rough face of the bevel as it comes from the roughing mill is again ground, the plate being held in the same manner by a grinder, and the surface is brought nearer to smoothness.

From the emery wheel the plate goes to the smoothing stone, which is also set to turn horizontally. The smoothing stone which is of an extremely fine sandstone, is made with its upper surface, that against which the glass is brought, very slightly convex. This stone is finished perfectly smooth and it is so fine grained that to the touch it seems almost to be polished. A tiny stream of water enough to keep the face of the stone wet, is made to trickle down upon it and the glass is held to this wheel just as it was to the others, and here the beveled edge is brought down to a smooth surface, but not polished. The plate goes then to a polishing wheel made of wood and set to turn vertically; the bevel edge of the glass is held against the face, or edge of this wooden wheel as it rapidly revolves. The face of the wheel is kept wet and constantly supplied with pulverized stone. Upon this wheel the beveled edge gets its first polish. The glass then takes the final step in the beveling process. It goes to another wheel, also of wood, and also turning vertically, whose face is of felt. The face of this wheel also is kept wet and it is supplied with a fine polishing material called from its color, rouge. Here, as at the first polish wheel, the glass is held with the bevel against the edge, or face of the wheel. On the rouge wheel the bevel gets the final polish and finish and the surface of the beveled edge, which after the first operation, was rough like ground glass, is now as smooth and polished as the flat surface of the plate.

Great plates that are too big to be held by hand are locked into a frame that can be so moved as to bring the edges to be beveled against wheels adjusted for the purpose.

Where Glass was First Made.

The invention of glass has been hitherto popularly ascribed to the Phœnicians. Mr. Ludwig Grote, however, in a recent number of *Fielding's Magazine*, states that this is not the case. Mr. Grote points out that another hypothesis on the same subject is equally untenable, namely, "Flavius Josephus, who ascribes the discovery of glass to the Jews, as the result of a forest conflagration, when, with the assistance of the sand in the soil, the glass came into existence of its own accord. As the Phœnicians and the Jews were neighbors," proceeds the author, "there is very likely an element of truth in both traditions, inasmuch as both people exercised the art of glass-making at an early age."

If the Phœnicians were the first to carry the productions of glass into the world, by means of their traders, the Jews did the same to a greater and more lasting extent. Among the latter there were whole tribes carrying on the making of glass. Most of the glass works at that time existed on the coasts of the Mediterranean, and throughout the whole of the Middle ages, even up to the present time, one kind of glass-blowing industry has been in the hands of the Jews, especially in Palestine itself. Many expressions which were common in the glass-works at that time are still in use.

But neither the Jews nor the Phœnicians can be looked upon as the inventors of glass. We find, for instance, that the Persians at the time of Alexander the Great were also drinking out of glass vessels, that the Assyrians were versed in the art of making glass, as we can prove by discoveries at Nineveh; and also that the art of making glass and of imitating precious stones were known to the ancient Indians. Of great importance with regard to the history of the manufacture of glass are also the ancient Egyptians.

When one remembers the great industrial activity of these people, it is not surprising that with reference to the making of glass more numerous traditions of it are recorded by them than by any other people. Not only written, but also figurative representations which are more than 4000 years old, have been handed down to our time. The wall reliefs in the groves of Beni-Hassan represent the manufacture of glass objects; they represent, among others, two glass-blowers at work. They are working with the blowing-pipe, which they have dipped into a mass lying between them, and by means of which they blow out a vase.

What extremely beautiful glass was manufactured, even at that time, is proved by a crystal glass which is to be found in the museum of Louvre. The French, as well as the English museums, possess numerous artistic productions of that period, at the sight of which one is surprised, as in our time with our mechanical appliances it is hardly possible to surpass them.

The Romans appear to have been the principal customers of the early Jewish glass-makers, and with the increasing luxury of that epoch, the manufacture of glass increased, as it was not limited to the production of smaller useful objects, but also extended to the building trades. That the manufacture of glass developed in an artistic sense to the highest point need not appear wonderful, with so extremely intelligent a people as the Romans. The treasures contained in the museum of the Vatican, in the French museums, and in the British museum bear testimony to their accomplished workmanship. The famous "Portland Vase" is probably the best proof of it.

In the year 210 A. D. there were so many glass-blowers in Rome that they had set apart for them their own quarter of the city. But with the fall of the Roman Empire came also the decline of the art of glass-making; with the extension of Christianity the glass industry gradually developed again.

Supremacy of American Labor.

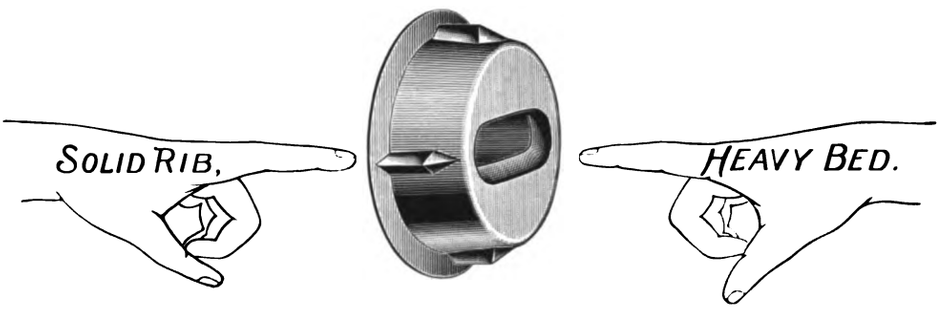
The contrast between industrial conditions in the United States and foreign countries can scarcely be commented on too often. It is one of the greatest factors in pushing America to the front as the leading producer of iron and steel. There have been many causes contributing to the placing of the United States in its present position, but the main one has been the superior efficiency of American workmen, and this in turn has been due to a variety of causes. The spirit of the country is that of progress. The high wages paid to the workmen have stimulated them to greater efforts and have enabled them to live under the best conditions for increasing their physical and mental powers. A workman who eats meat two or three times a day is better fitted for his work than one who only eats it occasionally.

While the high wages were a bar at the start to cheap production, their effect has been to steadily increase the efficiency of the workman, so that in one branch after another the output per man was so increased above that in England and other foreign countries that exports became possible. It is now the case that in many lines of iron and steel manufacture the actual wages cost per ton of product is less than it is in England, although the wages per man are much higher. In some special lines, such as tin plate and sheet iron, this is not the case, because wages are paid by the ton and the increased output only further increases the earnings of the men, although there is a decreased charge against the interest on the investment.

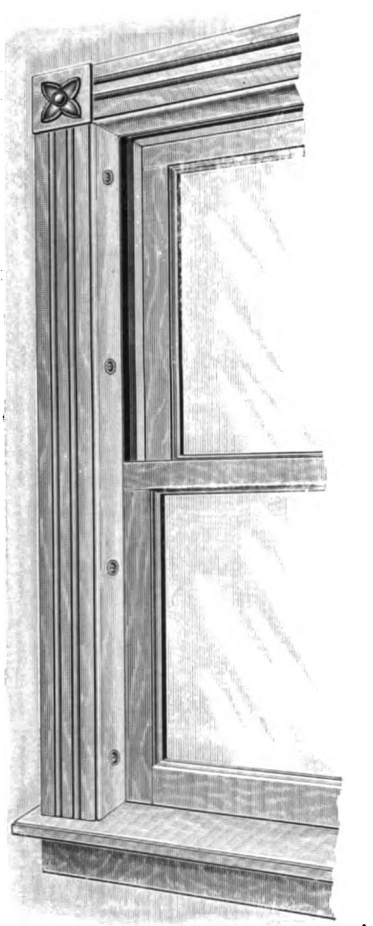
It is a somewhat remarkable fact that the superior efficiency of iron and steel workers in the United States is not due simply to their being largely American born. The foreign workmen who come to the United States soon imbibe the spirit of the country and become more efficient than they were in the country from which they came. Their improved surroundings and the greater opportunity for improvement serve as a stimulus to bring out their best powers.—*Tin and Terne.*

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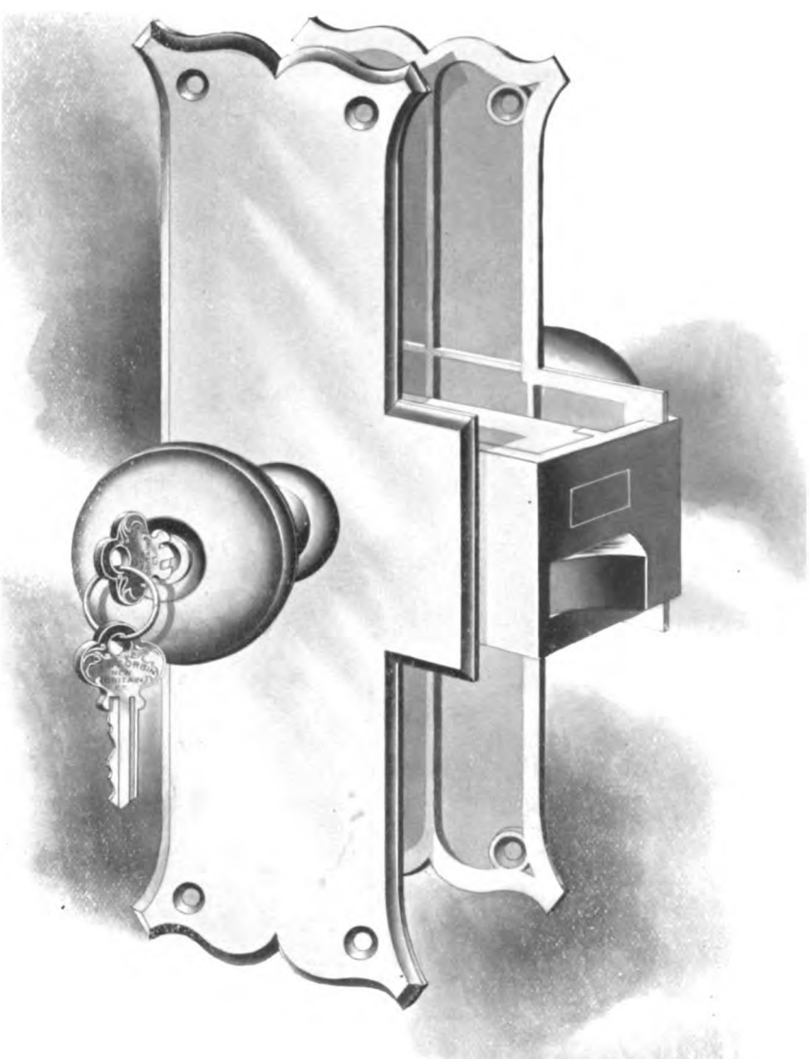
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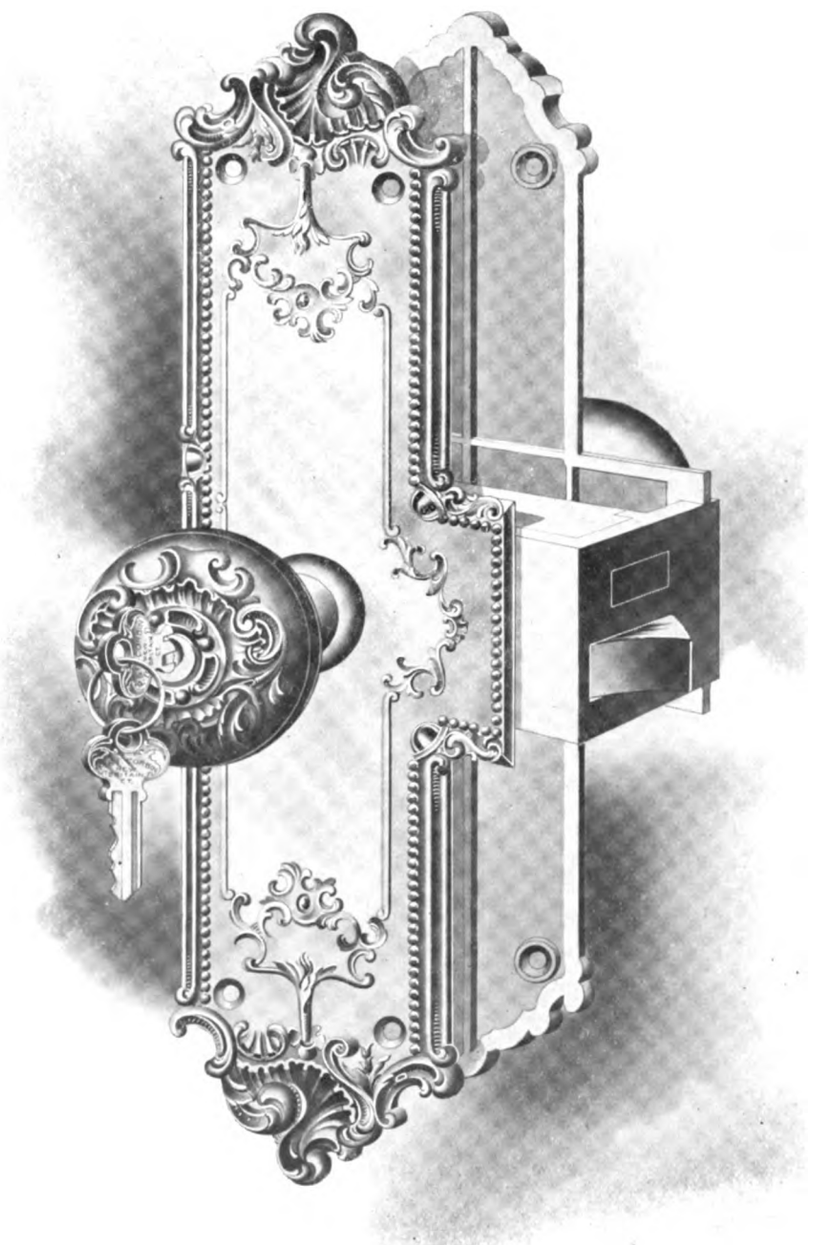
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Made from one solid piece of steel of best quality. Oval tines with flattened points Scoop is deep enough to make the capacity of the fork large without being inconvenient to use. Iron D handles and strap ferrules. The fork is set so that the "hang" is "just right."

It will screen dirt from vegetables without bruising them; handle corn without sticking into the cobs; pitch fine manure better than a manure fork or shovel, and screen coal or lime.



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Made especially to meet the demand of the beet sugar makers for a fork with ball end tines of the proper size for their work. Made from one solid piece of cast steel The ends of the tines are drop forged to form the balls. Seven tines 14 inches long and spaced 1¾ inches apart. Width of fork 14 inches at head and 16 inches at points Fitted with 36-inch iron D handles with wide strap ferrules.

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WE MAKE A COMPLETE LINE OF FORKS AND RAKES FOR ALL PURPOSES.

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With heavy strap ferrules, made from one piece of sheet steel.

30-inch handles with rivetted wood "D"



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A small, compact, simple, strong and cheap machine, which cuts the ice into small diamond shaped pieces with the utmost ease and rapidity. Can be attached by screws to any table, counter or shelf, and occupies a space only eight inches square.

For Iced Tea or Coffee or Ice Cream It Has No Equal.

Made in five sizes: No. 1. for Bar Tops and Soda Counters; No. 2. for family and universal use; No 2½ for Hotels, Hospitals and Boarding Houses; No. 3. for large Hotels, Confectioners, etc.

No. 1,	-	3.50
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Special attention is called to the two largest sizes, No 2½ and No. 3 designed for Hotels, Confectioners, Hospitals and other institutions, where crushed ice is used in quantities for table, ice cream, or other purposes.

The No. 2½ stands eighteen inches high, occupying a space eight by eleven inches, weighs about 25 lbs., and will take in a piece of ice weighing 12 lbs

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COOKS A WHOLE MEAL OVER ONE BURNER

On Gasoline, Oil, Gas or Common Cook Stove. **Will reduce fuel bills 50 per cent.** The steam whistle blows when Cooker needs more water. **No steam in the house.** No offensive odors Burning, scorching or overcooking impossible Vegetables that always lose much of their flavor and become watery, soggy and indigestible by boiling, are made dry, light and healthful.

Meats and poultry no matter how tough, are made tender and palatable

Will hold 12 one-quart glass jars in Canning Fruit.



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THE PAN AMERICAN EXPOSITION, 1901

PLAN OF THE EXPOSITION.

BUFFALO ARRANGING A MAGNIFICENT DISPLAY FOR THE YEAR 1901. THE WONDERS OF PAN-AMERICA TO HAVE AN ARTISTIC SETTING. ELABORATE FLORAL, HORTICULTURAL AND ELECTRICAL FEATURES. EXTERIOR VIEWS OF THE EXPOSITION

The hand of the artist has labored without restraint in arranging the grounds and grouping the buildings for the great Pan-American Exposition, to be held at Buffalo in 1901. The plan has been completed after protracted and painstaking study of the grounds and their surroundings, and with a keen appreciation of all the requirements of an exposition upon the scale of magnificence here contemplated. The completed work will be a masterpiece, in which the designer of buildings and the landscape architect will alike share the honors. American architectural genius has indeed here produced glorious results. If one were to see only the exterior of this splendid exposition he will find himself abundantly repaid for his visit to Buffalo in the Pan-American year.

The Exposition grounds include 350 acres, of which 133 acres are improved park lands, a part of Delaware Park. The grounds are about one mile from north to south and a half mile from east to west. Their situation is in the northern part of the city, accessible from every direction. The park lands form the southern part of the extensive grounds, and are pronounced by expert landscape architects to be among the most beautiful in the world. The trees and shrubbery in wonderful variety, the romantic footpaths leading in all directions among the thick foliage, the loveliest of lakes, on whose surface numberless swans and other water fowl of immaculate plumage are constantly at sport, the wide reaches of lawn and the rich embroidery of flowers, everywhere to be seen, all combine to refresh and restore the mind of him who tarries within these delectable precincts.

The visitor who approaches the Exposition from the south will enter the grounds on Lincoln Parkway, a broad, beautiful, shaded boulevard. Once inside the gates, the station of the intramural railway which encircles the grounds, is at its left. But the walk is quite as tempting to the sightseer. Nature has been assisted with consummate skill by the landscape architect, and here she presents her varied colors with the grace and refinement that years of culture have given her. Presently, the views widen and the water scenes meet the eye. On the right is the refectory. The lake is dotted with boats. On the left is the Albright Art Gallery (Fig. 1 on the diagram), presented by a Buffalo citizen, who has taken this opportune time to make the city a magnificent gift. It is a permanent building, the home of Buffalo's best public art treasures, and serving the purpose as the Art Building for the Exposition.

The sightseer now crosses a bridge that spans a narrow channel between the lake (B) and the North Bay (C). He is already obtaining glimpses of the stately buildings that rear their domes and pinnacles far above the surrounding objects. But, taking the objects of interest as they come —a winding path leads around the shore of the North Bay to the permanent building erected by the State of New York (9) in conjunction with the Exposition Directorate. It is to be the permanent home of the extensive, valuable and interesting collection of the Buffalo Historical Society. Rather than cross the intramural railway tracks on the small bridge in the Music Gardens (F), it is best to retrace one's steps to the Approach (D). Here it is well to remain a few moments to examine the marvelous and exquisite panorama somewhat in its details. It is a picture to be seen but once in a lifetime, and always thereafter remembered with supreme satisfaction. Words are indeed but weak symbols in the presence of such surpassing magnificence. The majestic and lofty proportions of the great architectural creation forming the main group of Exposition buildings must deeply impress any visitor who stops to drink from this exhaustless fount of beauty.

As one comes to the Fore Court (E), the view still broadens. The buildings seem more lofty. Their rich coloring and elaborate decoration begin to touch the vision with their attractive lines.

Directly east of the Fore Court is the great Court of the State and Foreign Buildings (H). This extensive group in itself constitutes an exposition where much time may be profitably spent. The court is about 1000 feet long and contains many buildings representing the leading States and nations of the Three Americas. The variety of architecture supplies a subject for study and pleasurable contemplation. The Music Gardens are directly west of the Fore Court, and will enable large assemblages to enjoy the many fine concerts to be given there.

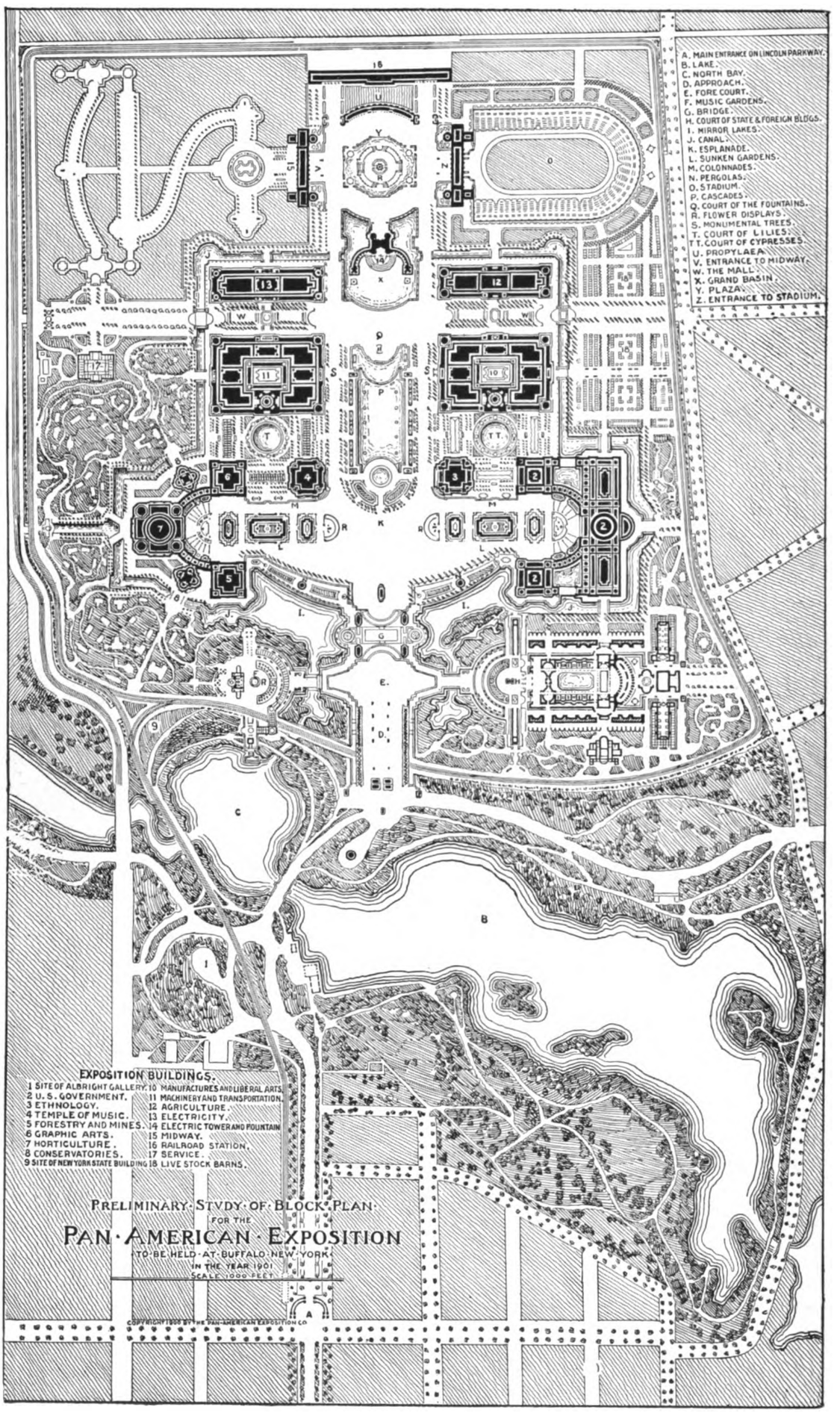
Leaving the deep green foliage the visitor now crosses the Triumphal Bridge (G) to the Esplanade (K). In this broad open space there is room for an assemblage of 250,000 people. This will be the scene of special celebrations and notable ceremonies during the continuance of the Exposition.

The visitor is now fairly within the Grand Court formed by the main group of Exposition buildings. The court is of the shape of an inverted T. The Approach, Fore Court and Bridge are about 1000 feet in length, 300 feet wide. The Main Court is 2000 feet long, 500 feet wide, and the transverse court, across the Esplanade, is 1700 feet from east to west. On either side of the Triumphal Bridge are the Mirror Lakes (I-I). These are a part of the grand canal which completely encircles the great group of buildings, and upon which the visitor may ride in one of the many electric launches or take a more leisurely trip in a Venetian gondola. The canal is lined with young trees and banked with grass on its outer edge. Picturesque bridges cross it at many points.

Standing on the Esplanade and facing north the great group of buildings at the right, at the extreme east end of the transverse court, are those of the Federal Government (2-2-2). The main building, in which will be sheltered a greater portion of the Government exhibits, is 600 feet long by 130 feet wide. A central dome rises to a height of 250 feet above the main floor, and is surmounted by a statue of Victory, 20 feet high. The lesser buildings, each 150 feet square, are west of the main building 150 feet on the north and south lines of the main structure. Curved colonnades connect the smaller buildings with the greater, forming a spacious semi-circular court opening to the west. The Government exhibits will include the aquariums and ichthyological collection of the United States Fish Commission and extensive collective exhibits from the Philippines, Puerto Rico and Hawaii.

At the far western end of the broad transverse court is the Horticultural Building (7), 220 feet square, flanked on the north by the Graphic Arts Building (6) and on the south by the Forestry and Mines Building (5). They are

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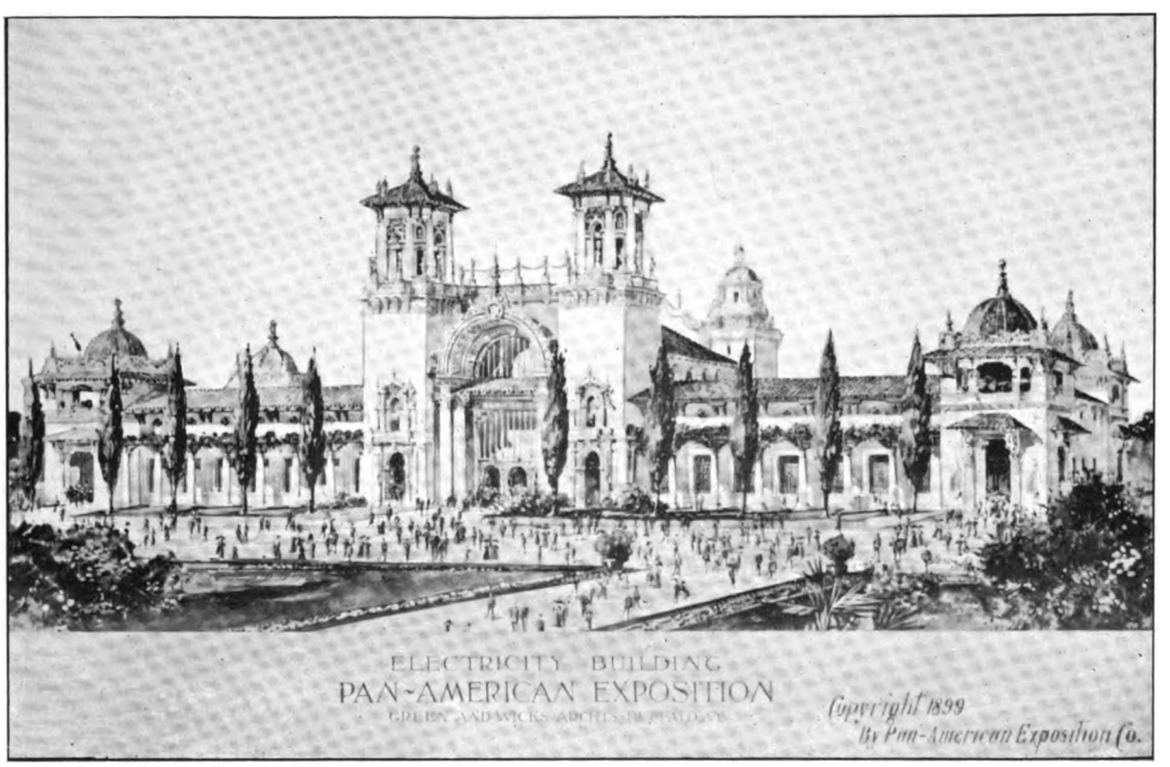


PLAN OF THE BLOCK SYSTEM OF LAYING OUT GROUNDS ETC.

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connected by circular arcades, forming a broad court similar to that enclosed by the Government group. Behind the arcades are the conservatories. The Esplanade is made beautiful with fountains, sunken gardens, pergolas and colonnades.

Immediately north of the Esplanade is the Court of the Fountains (Q). At the right is the Ethnological Building (3) and at the left the Music Building (4), each 150 feet square. The Court of the Fountains is to be the great center-piece of the Exposition. Here the principal electrical displays are to take place. The Court is to be illuminated at night with the diffused light of more than 100,000 incandescent electric lamps, the distribution being so perfect that there will be no shadows. Colors will be extensively employed to produce fantastic effects. The huge steel tower (14), 350 feet high, which stands at the north end of the Court of the Fountains, will be used in the production of extraordinary electric features. One of these will be an electric waterfall, 30 feet wide and of 70 feet



ELECTRICITY BUILDING PAN-AMERICAN EXPOSITION.

descent, from a niche in the tower. The tower itself is of imposing design and intricate workmanship. The many fountains in the great basin of the court will be made beautiful at night by means of electric lights of all colors.

The very extraordinary electrical features of the Exposition are made possible by the fact that electric power from the largest power plant in the world, at Niagara Falls, is to be provided in unlimited quantities. This power plant is only half an hour's ride from Buffalo, and is one of the great sights for visitors to the Exposition to include in their itinerary.

Opposite the Court of the Fountains are the two big buildings of the Exposition, the Machinery and Transportation Building (11), on the west, and the Manufactures Building (10), on the east. These are each 500 by 350 feet, and each has a beautiful tropical court with an aquatic pool in the center.

The visitor, proceeding northward, now comes to the Mall, a broad street shaded with tall poplars. To the right is the big Agricultural Building (12), 500 by 150 feet, and to the left the Electricity Building (13), of the same general proportions. East of the Agricultural and Manufacturers Buildings are the Live Stock Exhibits (18). About ten acres are devoted to these. West of the Machinery and Transportation Building is the Service Building (17), the headquarters for all the Exposition officers and departments of public service that are required on the grounds.

The massive steel tower (14) already mentioned divides the Court of the Fountains from the Plaza. It stands in a large aquatic basin, and a picturesque bridge enables the visitor to reach it from the Plaza. In the tower, at the height of 70 feet, is a large restaurant. There are promenade floors at various heights, and a balcony near the summit, from which a bird's-eye view of the Exposition, the City, Lake Erie, Niagara River and the open country may be obtained. All the floors are reached by means of elevators.

The Plaza (Y) is 500 feet by 350 feet. Standing at the Tower Bridge, at the right, is the Stadium Building (Z), 341 feet long by 52 feet wide, with towers 164 feet high. This ornate building forms the entrance to the Athletic Field or Stadium (O), where 25,000 people may be seated to witness the high-class athletic contests to be provided. The Athletic Carnival of 1901 is intended to be the greatest ever given in America. The Stadium covers about ten acres, and resembles in a general way the one erected at Athens a few years ago. It contains a quarter-mile running track and ample space within for exhibitions of skill and feats of strength. The entrances are made large so as to admit floats, etc., as the Stadium is to be used for certain pageants, exhibits of automobiles in operation, the judging of live stock, agricultural and road machinery.

On the west side of the Plaza is a large Restaurant Building (V), of the same dimension as the Stadium entrance. This forms also the entrance to the Midway, to which twenty acres of space are devoted. The plan of the Midway is somewhat the form of an anchor with a serpentine street and an extra cross street. The large number of applications for space in the Midway has enabled the Director of Concessions to choose entertainments possessing exceptional novelty and merit.

At the north side of the Plaza is the Propylaea (U), consisting of two monumental entrances connected by a curved colonnade forming a highly ornamental screen and separating the railway station from the Exposition. It is at

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this station that the steam railway trains from all parts of the country will discharge such of their passengers as desire to go direct to the Exposition. Electric cars will connect for all parts of the city.

Whether the Exposition is approached from the north or south the effect is impressive and awe-inspiring. The general style of the buildings is that of the Spanish Renaissance, modified to suit the character of an Exposition. There is a generous use of color, the red roofs and tinted walls giving the completed work a festival aspect. Domes, lanterns, pinnacles and statues, waving flags and streamers, make gay the sky line. The facades of the buildings are everywhere broken with elaborate architectural features, and arcaded effects are much used throughout the vast group. There are more than twenty large buildings and massive architectural works, besides the numerous State and Foreign Buildings, buildings for special exhibits, public comfort and other purposes. The extensive use of trees, shrubs, flowers and aquatic pools relieves the severity that is usually encountered in exposition groups.

The buildings will all be abundantly filled with the most curious and interesting exhibits, representing the latest and best achievements of the civilization of the Western Hemisphere. The profound educational value of the Pan-American Exposition at Buffalo in 1901 cannot be gainsaid.

ELECTRICITY BUILDING.

Elaborate designs have recently been completed for the Electricity Building for the Pan-American Exposition, to be held at Buffalo, N. Y., May 1 to October 31, 1901. Displays of all kinds in the practical and artistic uses of electricity, together with complete exhibits of electrical machinery and appliances are to be conspicuous features of the great Exposition.

The designs contemplate a very handsome and commodious building. The structure is to be 500 feet from east to west and 150 feet wide, giving an exhibition space of 75,000 square feet.

The south facade fronts the Mall and the north fronts the Midway. The east end is toward the massive Electric Tower, while the west end faces the Grand Canal. The building is long, low and inviting. The design of the facades shows artistic grouping. The openings of the pergola-like loggias, placed at frequent intervals, present a delightful effect, showing more and more of the reveals of the pilasters and openings as the eye travels to the end of the building farthest away from the observer.

There is a pleasing ending at each corner of the building, with a low-domed pavilion tower, and the building is interrupted at the center by the double-towered entrance. This entrance, wide and high, is spanned by an ornamental arch and supported each side by columns. The towers also have minor entrances through them.

The connecting work between the towers, the towers themselves, the pavilions at the corners of the buildings, and similar places, are to be brilliantly illuminated and made gay with banners and flags.

The modeled relief work of the building is of choicest design. The general ornamentation of the building is to be frescoes in an interesting mixture of reds, greens and yellows. The general color scheme follows that of the Machinery and Transportation Building and other groups of buildings of the Exposition. The building was designed by Green & Wicks, of Buffalo.

There were just enough eggs to go around, and the new boarder drew a bad one. He appealed to the landlady, who was a modern Mrs. Malaprop. "You should remember," she said philosphically, "that to the victim belongs the spoils."—*Philadelphia Record.*

The Girl—Did you wait long for a husband?
The Matron—No; but I do now.

Discovery of Acetylene.

In May, 1892, Mr. Thomas Willson, a Canadian electrician, it is stated in the *Popular Science Monthly*, tried to make the metal calcium in an electric furnace in his works at Spray, N. C., by heating a mixture of lime and coal dust. He thought that the lime (calcium oxide) would act on the coal (carbon) to form calcium and carbon monoxide. He did not succeed in getting calcium, but found in the furnace a brown, crystalline mass, which was decomposed by pouring water on it, yielding an inflammable gas. Willson is not a chemist, and he therefore sent specimens of the material to several men of science to determine its nature. It was shown to be calcium carbide, a compound of calcium and carbon, formed by the action of the carbon on calcium oxide. The gas formed by the action of water was acetylene, a compound of carbon and hydrogen. Calcium carbide and water form acetylene and lime. Neither calcium carbide nor acetylene was a new discovery; acetylene was discovered by Edmund Davy in 1836, and its properties were studied by Berthelot in 1862. Impure calcium carbide was first made in 1862 by Wohler, who described its decomposition by water into acetylene and lime. What was there new, then, in Willson's discovery? Two important facts: He was the first to make carbide by a method applicable commercially; he was the first to make crystalline carbide.

The statement is still current that acetylene attacks copper and brass, forming an explosive compound. This is not true Exhaustive experiments by Moissan and by Gerdes, keeping these and other metals in contact with acetylene for months at a time, have shown that the metals were not affected. The conditions under which the explosive copper acetylide is made in laboratories cannot well occur in generators or gas holders. It has been said that acetylene is very poisonous; the experiments of many observers, and especially those of Grehant, do not confirm this statement. Grehant experimented on dogs, causing them to breathe mixtures of acetylene, air and oxygen, which always contained 20 8 per cent. of oxygen, this being the percentage of oxygen in pure air. By this device he was able to discriminate between the poisoning caused by acetylene and suffocation caused by insufficient oxygen. A mixture containing 20 per cent. acetylene inhaled for thirty-five minutes did not seem to trouble the animal. A sample of the dog's arterial blood contained 10 per cent. of acetylene. A dog which inhaled a mixture containing 40 per cent. of acetylene died suddenly after fifty-one minutes, having inhaled 112 litres of the mixture; the arterial blood contained 20 per cent. acetylene. Grehant proved that acetylene simply dissolves in the blood plasma, while carbon monoxide forms a compound with the hæmoglobin of the blood. A dog breathing a similar mixture of air, oxygen and illuminating gas containing only 1 per cent. of carbon monoxide quickly showed convulsive movements, and died after ten minutes; its blood contained 24 per cent. of carbon monoxide. Thus acetylene, while slightly poisonous, is less poisonous than coal gas, and vastly less than water gas, which contains a high percentage of carbon monoxide.

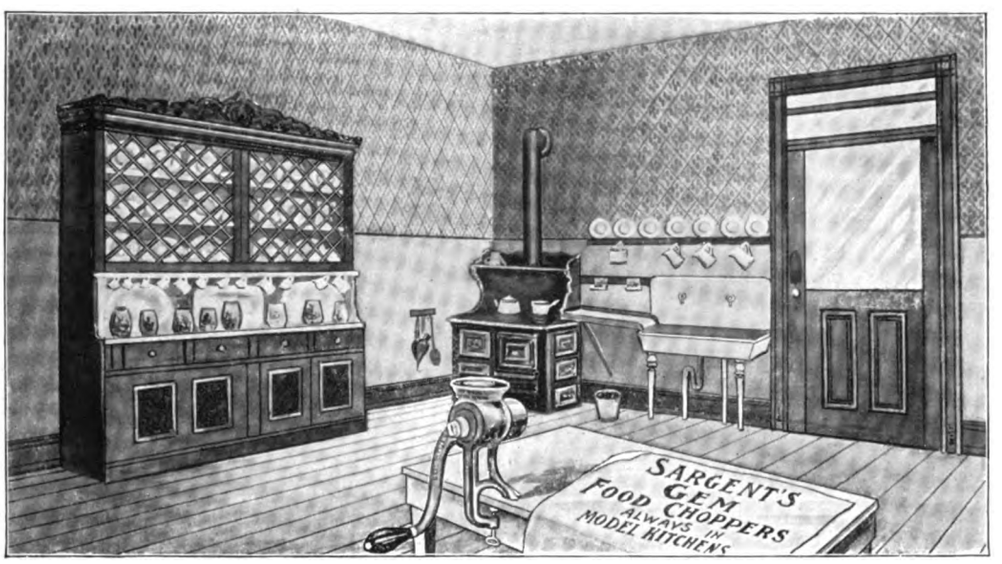
Metal Walls and Ceilings.

Mr. Powell, the British consul at Philadelphia, reports that in consequence of the recent plasterers' strike in Great Britain, the export of metal walls and ceilings has been strongly suggested. The idea of these metal fronts to houses is that it does away in a great measure with plaster, and in the case of ceilings removes the unsightly crackings and damp stains which so often appear. The plated ceilings, also, besides being extremely decorative, are a very great protection against fire —*American Exporter.*

A woman can buy an inferior article in groceries, because a better is too expensive, and keep her contentment, but she can't do it in a dry goods store.—*Ex.*

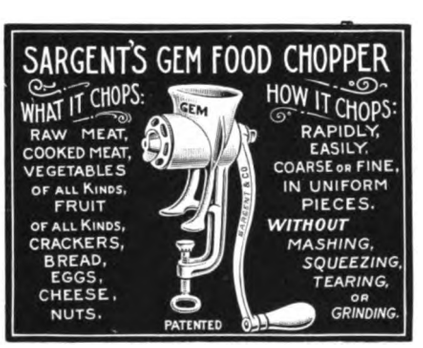
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Here is an opportunity



Every housekeeper in your vicinity needs in her kitchen Sargent's Gem Food Chopper. Hardware dealers should see that all are supplied.

How many weddings take place in your section every week? Sargent's Gem Food Chopper would be received with pleasure as a wedding gift by every bride; if not among the gifts it should be one of the first purchases of the happy pair. No home should be started without Sargent's Gem Food Chopper in the kitchen. You can add to your profitable sales by looking after this.



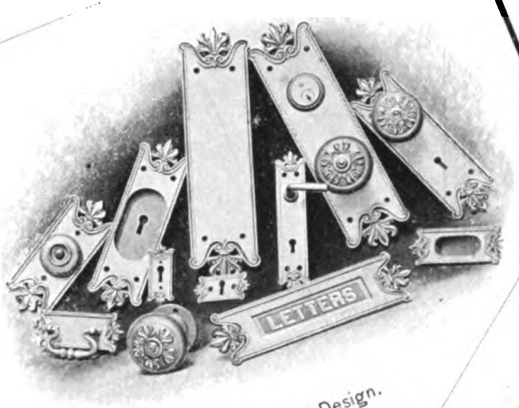
Sargent's Gem Food Chopper is a kitchen necessity. It takes the place of the chopping bowl and knife, lessens the drudgery of housework, saves time for the housekeeper and is an economical machine to have.

What it chops and how it chops is described below. It is useful in the preparation of the substantial dishes and the dainty desserts. Easy to take apart, easy to put together, easy to adjust, easy to clean. We will furnish hardware dealers with printed matter to help them sell Sargent's Gem Food Chopper, also electros for local paper advertising. Put it in your show window and call special attention to it; the result will please you.

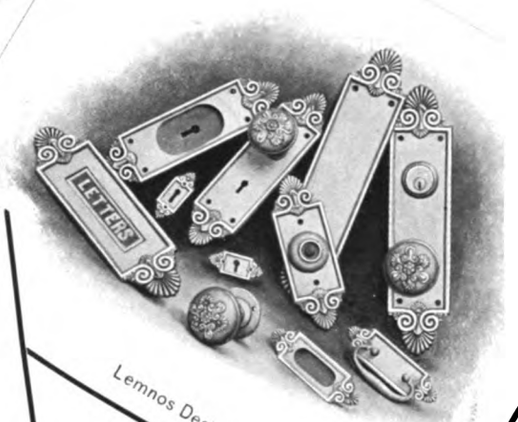
You will be pleased with this Chopper—we are.

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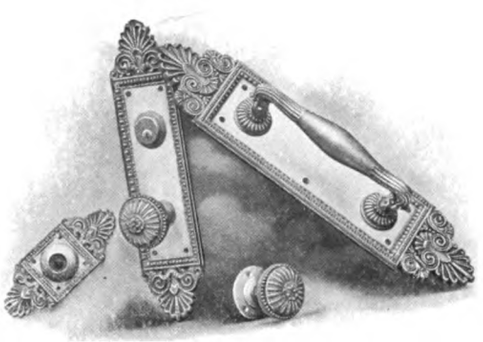
Artistic Hardware.



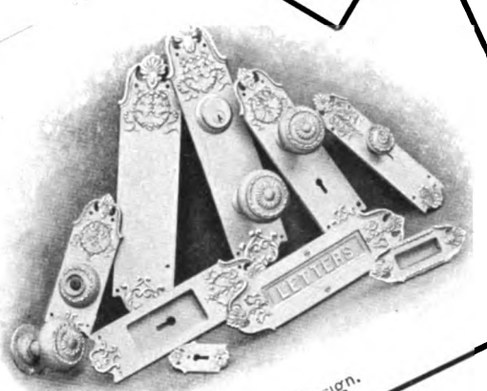
Delphi Design.



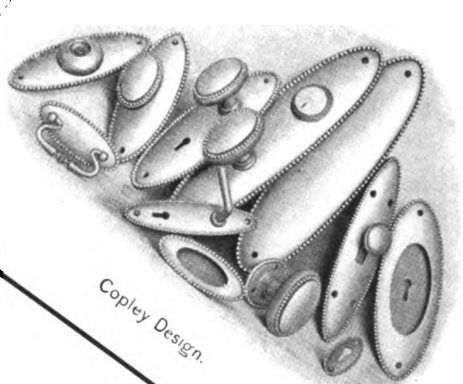
Lemnos Design



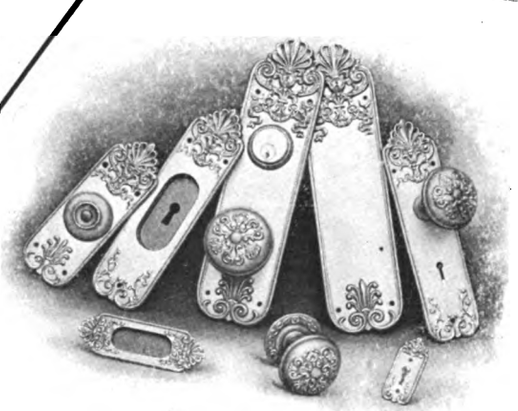
Bulis Design



Revere Design.



Copley Design.



Verona Design.

A few of Sargent's Designs.

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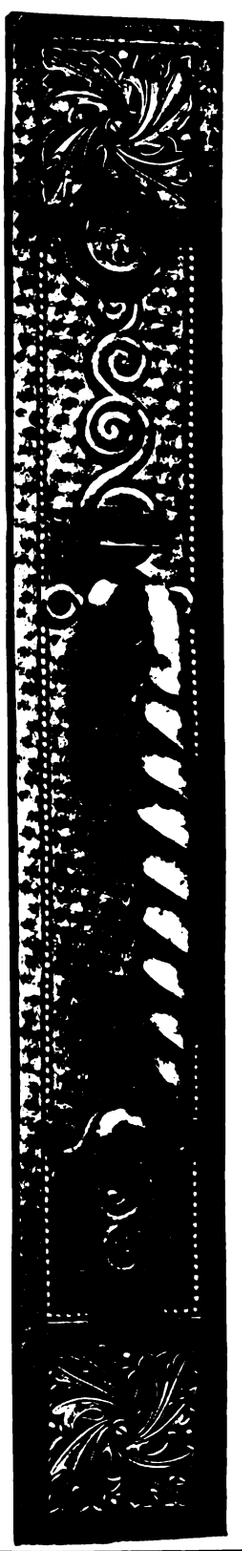


Notice on the preceding page a few groups of Hardware showing some of the Artistic Designs manufactured at our New Haven works.

Hardware Dealers

should be especially interested in these fine goods because they afford a profit to the dealer, satisfy the user, and they are not extravagant in price.

Steer your customers away from the cheap competitive goods which have to be sold at competitive prices—you can do it—and call their attention to Sargent's Artistic Hardware, which can be sold at prices allowing a good profit for your trouble, and which will also prove satisfactory to your customers and be economical as well.



In "Our Little Red Book," which circulates largely among those who intend to build, we say: "The Hardware is but a very small item in the whole cost of a building, even if the very best is used; the difference in cost between good locks and poor locks is so little that an owner would not consider it a saving to use poor locks if the matter was brought to his attention." This matter should be brought to the attention of builders by the Hardwareman. It is important to the builder, and after the Hardware is on the building, if it is the satisfaction-giving kind, the dealer will be thanked for his advice. Some dealers attempt to substitute other makes for Sargent's, claiming that they are "just as good." That is poor business; your customer may buy the substitute goods, but there remains with him the feeling that you have taken advantage, and he always has an idea that the goods he purchased are not giving the same satisfaction as Sargent's.

Our Easy Spring Locks and Artistic Hardware have been advertised very extensively during recent years, and as a result builders have a more general knowledge of what is good in Hardware. Sargent's Hardware is favorably known; it gives satisfaction wherever used, and such satisfaction extends its popularity—a pleased customer is the best kind of an advertisement, and our advertising helps our customers as well as ourselves.

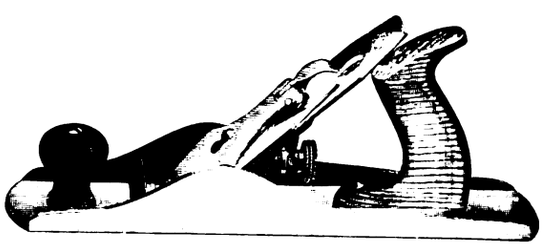
SARGENT & CO., Manufacturers,

New Haven, Conn. New York. Philadelphia. Boston.

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You can make sales

if you carry the right goods in stock, and Sargent's Planes, with our strong warranty back of them are the right planes.



When the mechanic is making his selection there are a number of points that count in favor of Sargent's Iron and Wood Bottom Planes.

Only the best materials are used in their manufacture; they are thoroughly made, carefully put together and handsomely finished. They are mechanically perfect, fitted with improved adjustments and the cutting irons are tempered just right.

They stand the test

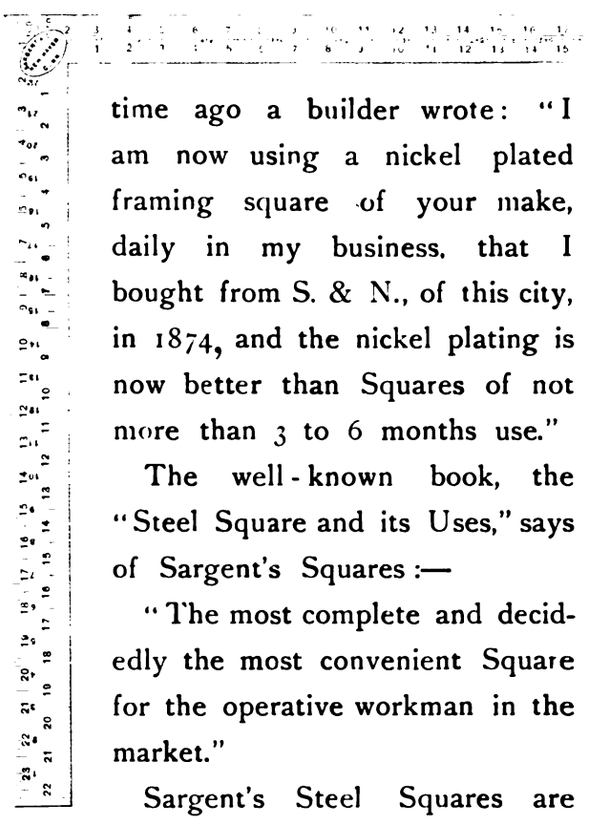
of daily use on the work-bench.

We warrant every Plane and dealers are authorized to warrant them to their customers.

We have a little booklet on which we will print your name and furnish you with a quantity for distribution among the mechanics of your section.

Do you sell tools?

We make more than planes. Sargent's Steel Squares have been used by the best mechanics for years. We do not solicit testimonials but only a short



time ago a builder wrote: "I am now using a nickel plated framing square of your make, daily in my business, that I bought from S. & N., of this city, in 1874, and the nickel plating is now better than Squares of not more than 3 to 6 months use."

The well-known book, the "Steel Square and its Uses," says of Sargent's Squares:—

"The most complete and decidedly the most convenient Square for the operative workman in the market."

Sargent's Steel Squares are good tools for hardware men to sell.

Mechanics like

Sargent's Screw Drivers because they are first-class in every respect. Several styles are made and of all sizes.

Other Sargent tools that are extensively used are Awls and Tools, Bench Hooks, Plumb Bobs, Pincers, Vises, Saws, Chisels, Augers and Bits.

Sargent's tools are good sellers.

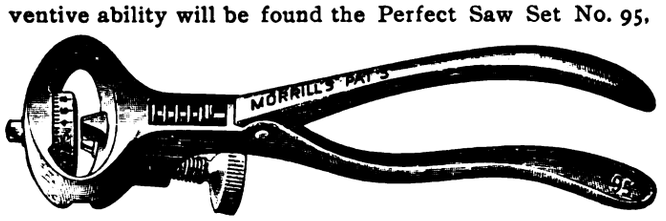
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THE NEW YORK PUBLIC LIBRARY

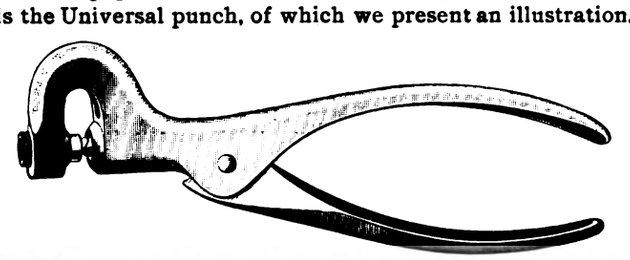
SOME POPULAR SPECIALTIES.

Charles Morrill's Tools.

The attention of our readers is called to the line of special tools manufactured in the works of Charles Morrill, which is to be found on page 86 of the present number of *Hardware*. Prominent among these productions of his inventive ability will be found the Perfect Saw Set No. 95,



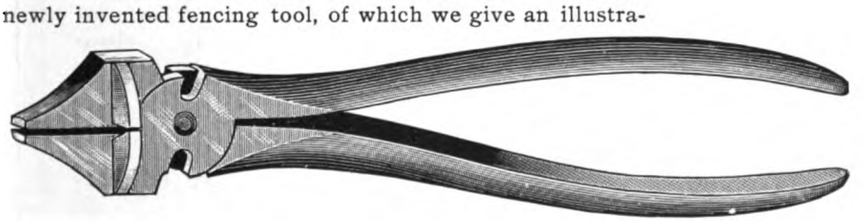
which we illustrate herewith, and which has been well named the "Morrill Masterpiece." This perfect tool has even from its earliest creation been popular with the Hardware trade, so that now with the many patented improvements of recent years it is acknowledged as a truly scientific saw set. It will be noticed the revolving anvil has an indicator so subdivided and marked with figures, that the number of teeth to the inch the adjustment will set is readily shown; for example: if the saw has four teeth to the inch, the anvil need only be turned until the figure 4 is opposite the plunger to make its work effective, and other dimensions of teeth are acted upon in a similar manner. Another popular tool of the "Morrill" degree of excellence, is the Universal punch, of which we present an illustration.



This is a convenient and powerful tool, suitable for the office or factory, and capable of good work. This punch is constructed on a principle in mechanism new to tools of this kind, utilizing a cam and lever; no great strength is required to operate it in comparison with many other punches. It will perforate readily (with a slight grip of the hand) any thickness of material from tissue to one-quarter of an inch of leather, rubber, paper, pasteboard, cloth, celluloid, veneering and other pliable substances. The sample and salesroom of Charles Morrill is at No. 35 Warren Street, New York.

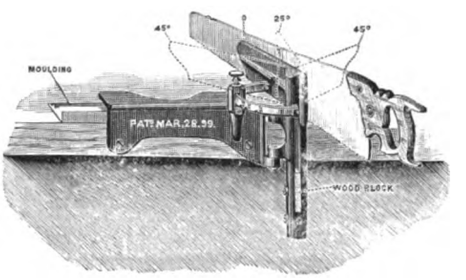
Cronk's Combination Fencing Plier.

Cronk Hanger Co., Elmira, N. Y., are placing upon the market through the Hardware and implement trade the newly invented fencing tool, of which we give an illustration. Its peculiar form of construction provides it with two staple pullers, two hammers and two Button cutters, a complete outfit for the purpose of removing or repairing wire fence. They are made from forged tool steel and are no heavier than a Maydole hammer of the popular size. They are a very useful tool for the purposes indicated and fully warranted by the makers.



Seavey's Mitre Box and Saw Guide.

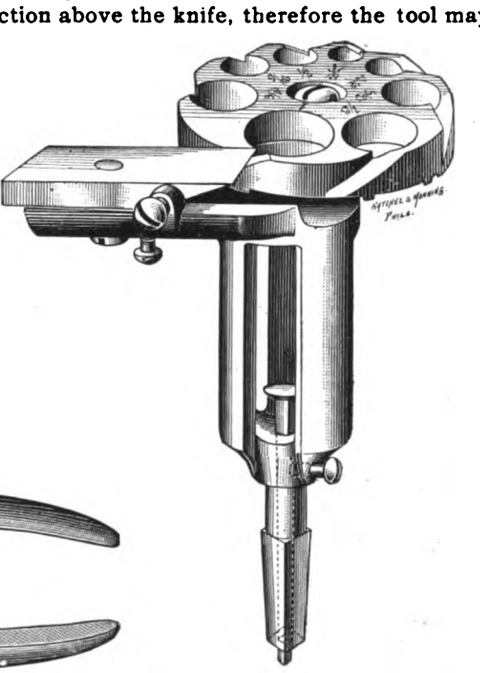
For years there has been a call for a small, light, compact and practical mitre box, one that a carpenter could carry with him as he does his other tools. This demand now seems to be supplied by the Smith & Hemenway Co., of



No. 296 Broadway, New York, who are selling the Seavey's Patent Mitre Box and Saw Guide. This little box, when folded, is 8 inches long, 3 inches wide and 7 inches deep; is made wholly of iron and steel, and weighs but two pounds, and retails at only $2.00. This box can be screwed to bench or held by hand, and is the only box made to be used on top of material. It is accurate, easily adjusted, and can be set at any angle. Will saw any width or depth, and no special saw is required; an ordinary cross-cut saw may be used. Finished in Japan, bright parts nickeled, made in one size only, which fills all requirements.

Bonney Hollow Auger.

The Bonney Vise & Tool Works, No. 3015 Chestnut Street, Philadelphia, are placing on the market the improved Hollow Auger shown in the accompanying illustration. It is claimed to cut freer, faster and cleaner than any old style auger, and may be changed from one size to another with great rapidity. It will be noticed there is no projection above the knife, therefore the tool may be used



to cut any size of work, and even offset tenants may be cut with it as readily as those cut in the center. The knife is made extra heavy in order to prevent any possibility of its springing; and as the body is a steel casting, it entirely precludes any liability to breakage. The shanks are made small to fit any size of bit brace. The plate is made thick, forming a better guide for the tenant, thus enabling an

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operator to turn a tenant accurately true. The stop is of improved design, to allow of more perfect adjustment, and enable the auger to turn a larger tenant. The improvements in the tool have been patented by the makers.

Old-Time Machine Tools.

A view of a good machine shop of fifty years ago would show us no machine tools of importance, except lathes, planers, and drill presses. Many of these lathes were of the old weighted carriage pattern. They were provided with a power feed for the carriage only, but not for the cross-slide. This feeding was often done with a rough endless chain, but sometimes by a screw which also answered for chasing threads, thereby making it very inaccurate for the latter purpose after being somewhat worn by constant use in ordinary turning, especially in the particular spots which happened to be used the most.

The spindles of these lathes were very small, compared with modern practice; but they will probably seem still smaller a dozen or two years hence, when we shall, doubtless, have become sufficiently educated to use much larger diameters than now. The cross-slides were narrow, short, and lightly built, thus making a very springy relationship between the tool and the work. This involuntary elasticity, so to speak, was aggravated by lightly built carriages with short bearing surfaces upon the "vees" of the bed. The vees themselves were so low and narrow as to wear rapidly, the carriage thus scooping a hollow place at the part of the bed most used, and in the case of nearly all lathes, with short work being performed most frequently, the outer end of the bed often was comparatively unworn. The bed itself was always built as lightly as possible, with an elaborate ribbed construction which seemed entirely unfitted to withstand the vibratory stresses brought upon it while performing its natural functions.

The planers of that ancient day suffered from the same faults, in general, as did the lathes, except that there was no question of inaccurate thread chasing, nor any chance for making an important work-supporting member abnormally light, as is so easily done in the case of lathe spindles. Those planers, however, appeared to be framed as flimsily as possible all over, the saving of cast iron seeming to be the primary object in the minds of the designers.

The drilling machines of those days were also extremely crude. When not attached to a shaky wooden ceiling or wall, with the work lying on the floor, they often consisted of an independent machine, made with two wooden or iron columns having the drill-spindle between them, fed by a slippery hand-wheel directly surrounding the spindle. This moved with deliberate reluctance, so much so that it sometimes took nearly as long to return the clumsy structure to its upper position, carrying the weight of an unbalanced spindle for a burden, as it did to force the drill down into the work.—Oberlin Smith *in Cassier's Magazine.*

Evolution of the Machine Tool.

The machine tool has come along on the line of evolution. It has kept in touch with the conditions that made it a necessity. All industries that have got beyond the original and crude stage have contributed to the demand for some special form of machine tool. Professor Sellers, of the Franklin Institute, in an able review of the progress made in the mechanical arts in the nineteenth century, traces some of the causes leading thereto. He says the advent of the locomotive was a powerful incentive to mechanics, and, as railroad enterprise followed as a logical sequence, the labor saving tool became a necessity to the engineer, and to the great iron and steel plants supplying rails, bridges, etc. It was the same in such industries as iron shipbuilding, bridge and structural work. The early machine tools, says the Professor, were of the crudest workmanship, and most lathes, etc., were made of wood, the transition from wood to iron in the construction of machinery being made in the early part of the nineteenth century. England gave us the first good machine tools, and to that country we owe much of value, not only in the direction of self-acting tools, but in the various appliances for improving the character and quality of the work to be accomplished. In the planing machine, in cylinder borers for pumping engines, in slotters, lathes and so on to the end of the catalogue, American genius, while originating new types, has also built up a reputation in improving on older forms. At the Centennial Exposition in 1876, the display of American-made tools was a surprise to foreign experts. Tools for working wood, iron and stone, were in strong evidence, and, in commenting thereon, a keen observer noted their variety and excellence, and in commenting on the same, said in his report, that it was a matter of vast import that tools should have such a hold on the American mind, the influence of which would be felt in the civilization of the Western world for ages to come, but would have a powerful bearing on other countries as well. The key to our industrial destiny as a machine-making and a machine-using people can be found in this prophecy. If 1876 had the honor of such a good showing the Paris exhibit of American machine tools ought to be one of the surprises of 1900. The progress made since the earlier date has been by rapid strides. This is true in all kinds of industrial implements, no matter in whatsoever industry they are used. One has but to look through the catalogues of our machine-tool builders to be satisfied beyond a doubt in this matter, and here lies one of the potential secrets of American productive capacity, and the augury of its industrial leadership of the world.

Work Done By Air.

Pneumatic tools have become established as the most suitable for ship, engine and boiler work, bridge and car building, stone and other heavy work requiring considerable hand labor, and along these lines electricity, the only other rival power, has not proved a serious competitor. The pneumatic plant at the Newport News shipyard is the largest and finest in the world, and the Cramps, of Philadelphia, after experiments extending over several years, have decided to put in an immense equipment of pneumatic tools, while most of the other local shipbuilders have come to recognize their advantages. One great advantage of pneumatic tools is that unskilled labor can be employed where heretofore only skilled labor, receiving almost double the pay, has been necessary, and yet, the unskilled laborer with pneumatic tools can, on an average turn out three times as much work in the same time as the most skilled workman under the old method. This applies particularly to riveting, calking, drilling, etc. The rapidity with which air-driven tools work, and the ease with which they can be used in nooks and corners, render them preferable to electric or hydraulic tools.

The latest application of pneumatic power to iron work is the continuous pneumatic forge. This tool is a self-feeding forge for heating rivets, and employs fuel oil as the heating medium, compressed air being employed in an air-blast for the oil-heated furnace. There is a hopper which holds a keg of rivets, and means whereby the rivets are fed automatically into the heating chamber, where they are brought to the proper temperature by means of the combined air and oil blast. This arrangement enables from half a dozen to a dozen rivets to be kept at the proper riveting temperature all the time, doing away with the necessity of a heater boy. The air-blast is capable of regulation so that the rivets can be brought to the proper temperature without burning and at the proper number per minute delivered to suit the requirements of the operator. As one rivet is removed another falls down from the hopper and is gradually brought up to the riveting temperature. Provision is also made for using different sized rivets.

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A FEW HOUSEHOLD SPECIALTIES.

Wagner Ball Bearing Wafer Iron.

The Wagner Mfg. Co., Sidney, Ohio, are distributing through the Hardware and house furnishing trade the newly improved Wafer Iron. which we show here an illustration of. They are made on the same principle as their waffle iron, the popularity of which is acknowledged by the



trade. The ball-bearing feature, entirely original in the Wagner wafer and waffle irons, permits the separation of the pans at the hinge, and allows of their being revolved on a gasoline stove. These irons are very simple in construction, and are claimed from their ease in operation to bake to perfection the many varieties of thin wafers now so popular at fashionable luncheons, etc. They can be furnished the trade equipped either with wood handles or long steel handles as may be required.

Crown and Anchor Shaving Set.

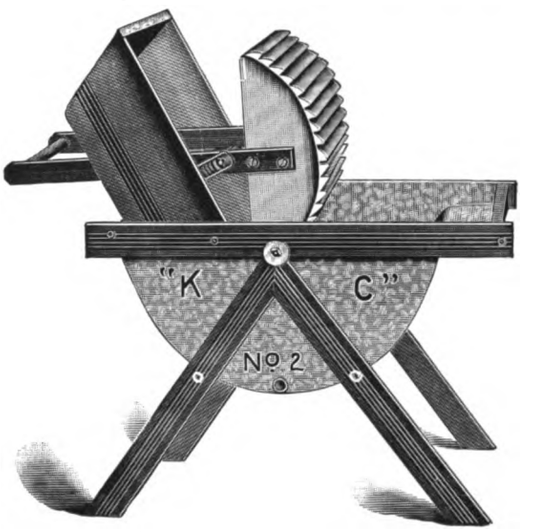
Smith & Hemenway Co., No. 296 Broadway, New York, have found an extended sale for the Crown and Anchor shaving set for travelers' or home use, as here illustrated. A number of styles can be furnished, varying in prices from 90 cents a set upwards according to the character of the box and grade of its contents. Some of the cases are of



leatherette, lined with silk satin or cotton satin. The frames of the higher-priced boxes are made of wood and are of a substantial character. The set shown is No. 887, moderately priced, containing one genuine John Engstrom's Swedish razor, a horsehide swing strop with hose back, decorated china mug, block of fine magnesia, cake of perfumed shaving soap, together with a stick of French cosmetic and full-size white bristle brush.

Kansas City Washer.

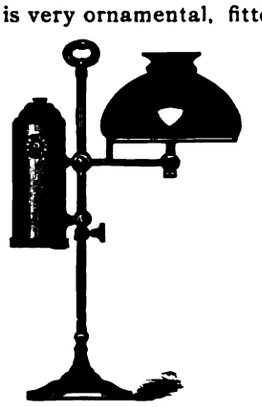
Rath Mfg. Co., Kansas City, Mo., are producing the K. C. Washer No. 2, as illustrated herewith. It is a covered machine, having as a special feature a 9-inch compression coiled spring incased in retinned spring carriers



on either side of the machine. Another essential feature of the machine is a galvanized iron corrugated bottom, having corrugations throughout the semicircular bottom. The corrugations have ⅞ inch centers, about ½ inch high. The bottom, sides, etc., are said to be made of the best Apollo galvanized iron, and one of the points to which attention is called by the company, is that there are no cracks nor crevices in its construction to accumulate dirt and filth.

The Bundy Acetylene Gas Student Lamp.

Among the different acetylene gas lamp manufacturers in this country, for manufacturing all styles of lamps, the Frank E. Bundy Lamp & Sundry Co., of Elmira, N. Y., is noted. This concern besides making bicycle lamps, carriage lamps and lanterns, has perfected a table lamp of the student's type, and we herewith give illustration of this lamp. It is built throughout of brass, highly finished and nickel plated and is very ornamental, fitted with a white



opal shade. The capacity of this lamp is from six to eight hours. The charge used in this lamp is from one-half to three-quarters of a pound of carbide and about one pint of water at the discretion of the user. It gives a very strong and powerful light, and has been tested when burning full to give a candle power of 56. However, under ordinary pressure, the candle power is figured at about 30. As acetylene gas is becoming known throughout the country there is no doubt but what it will be used very extensively in the near future It has a great many features which

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cannot be obtained from other forms of illuminants, one more especially being heat. The heat from this gas is only about one-half that is received from the ordinary illuminating gas in proportion to the light you get. The light is perfectly white and is the next known light to sunlight. It is claimed to be not injurious to the eyes and colors may be distinguished with it as well as in daylight. Calcium carbide can be procured in almost every establishment and this lamp is made to burn regular commercial size.

Picking Locks

The locksmith can open anything from oysters to a jack pot.

"The largest key in the city so far as I am able to tell," said an old locksmith recently, "is at the United States Arsenal (Augusta, Me..) and it is the key to the powder magazine. It is about a foot long, and of immense proportions in other ways. One can put his hand through the handle easily. The lock which it fits turns so hard that a stick has to be used as a lever to turn it. The lock is on wood of an immense oak door and is of the old-fashioned variety."

A very curious trade is that of locksmith. It is a trade that few others know and at the same time when one is thinking of it or sees the signs he thinks little of it beyond that of the machinist. A locksmith is a machinist, though all machinists are not locksmiths. This particular one learned his trade of a Scotchman years ago, and discoursed as follows:

"Times have changed in the way of locks. We read of the days when the key to Jerusalem required three men to carry it. In those days the safety depended upon the size of the key, but to-day it is different. Now it is the complication of the lock and not its size that is looked at. The little Yale lock would have been just such a good thing in those days as it is now."

"Is the locksmith's trade what it used to be?" he was asked.

"It has changed greatly. When I first entered business we had the large keys almost entirely to work with. To-day they are small. Now the great part of our work consists in making duplicate keys. And in that too we have to face the competition of manufacturers. In this as in all other business there has been a change.

"Every lock manufacturer in sending out his locks sends along some duplicate keys. Even after a man loses a few of them, he can go to the Hardware dealer and get a duplicate or one can be secured for him of the manufacturer by sending the number. All these great lock manufacturers keep duplicates so that they can accommodate the lock in case the keys are lost. The number of the lock can be sent in and a key will be sent that will fit it. They have a grand system."

"But do the companies have more than one lock of a certain number?" he was asked.

"Oh, yes, I suppose they do, but they are careful where they send the locks. If No. A11231 is sent to Maine, they are careful to send the others to England, Mexico or some other remote place. They are so widely scattered that no one would ever once in a million times without knowing where to look, find duplicates after they left the factory.

"We have a great deal to do in the way of making duplicate keys now as the night latches are usually supplied with several for the family in case they are not supplied by the Hardware dealer. Some locks have but two keys accompanying them and it is as easy and as cheap to have us make one of them."

"What do people do who lose their keys and desire to have another?"

"We can take impressions of the lock and make one as well as not."

"Can you unlock a door that has one of the patent locks on it, without a key?"

"There is not a lock in this city that I cannot pick, if it is necessary. To do this a man must understand the mechanism of the lock. Even though you had the picks and were told what kind of a lock, with the number of tumblers in it, you could not pick the lock. One has to understand the workings of them. The other day a bank man came to me and said he had lost both the keys to a certain strong box and he did not know what to do. He asked if I thought I could pick it. I said I had little doubt but that I could. He remarked that the lock was warranted to be of the sort that could not be picked. He said he did not know but that he had better send for an expert, but he would let me try. I opened the box in just ten minutes after I started to work on it, greatly to the man's surprise. There is nothing in the way of locks that cannot be picked, I care not what they are. The only thing that cannot be picked is a combination lock such as are on the safes. If a man does not know the combination they cannot be opened without destroying the lock. When we locksmiths go to clean a safe lock we study the weak points. Then if we are called upon to enter it, we know just how to work to destroy the weakest places.

"The men owning the large vaults and safes have the combinations and locks cleaned every two or three years and many of them have the combination changed as often as that. We are the ones who do this, and thus we carry the greater number of combinations. That is a part disagreeable to the average locksmith, but it shows that our profession must be made up of honest men."

"Is there much work on the locks about the city?"

"Rather more than one would suppose. As a matter of fact the locks that are made of so great combinations wear out and get out of order easily. A lock that is much used will wear away in the tumblers so that a key will not have the required effect upon them. Then we are called in to do the repairing. Some locks will not last over two years at the most before they need repairing, so there is a constant demand for our services."

Truly the locksmith has a mission in life to keep the man going home late from swearing at a bad working lock and the inability to find the keyhole. The locksmith is a modest man, and his business is not done where it makes a great show, yet it is a trade like all others acquired only through years of experience and close application.

A Street Railway Switch Tower We Could Find Use For in New York.

A switch tower has been established at the crossing of Euclid and Willson Avenues, in Cleveland, Ohio, for the operation and protection of street railway traffic. At this point two lines of double-track street railways cross each other, and both are crossed diagonally by the Cleveland & Pittsburgh road; the street car lines are also connected by Y-tracks.

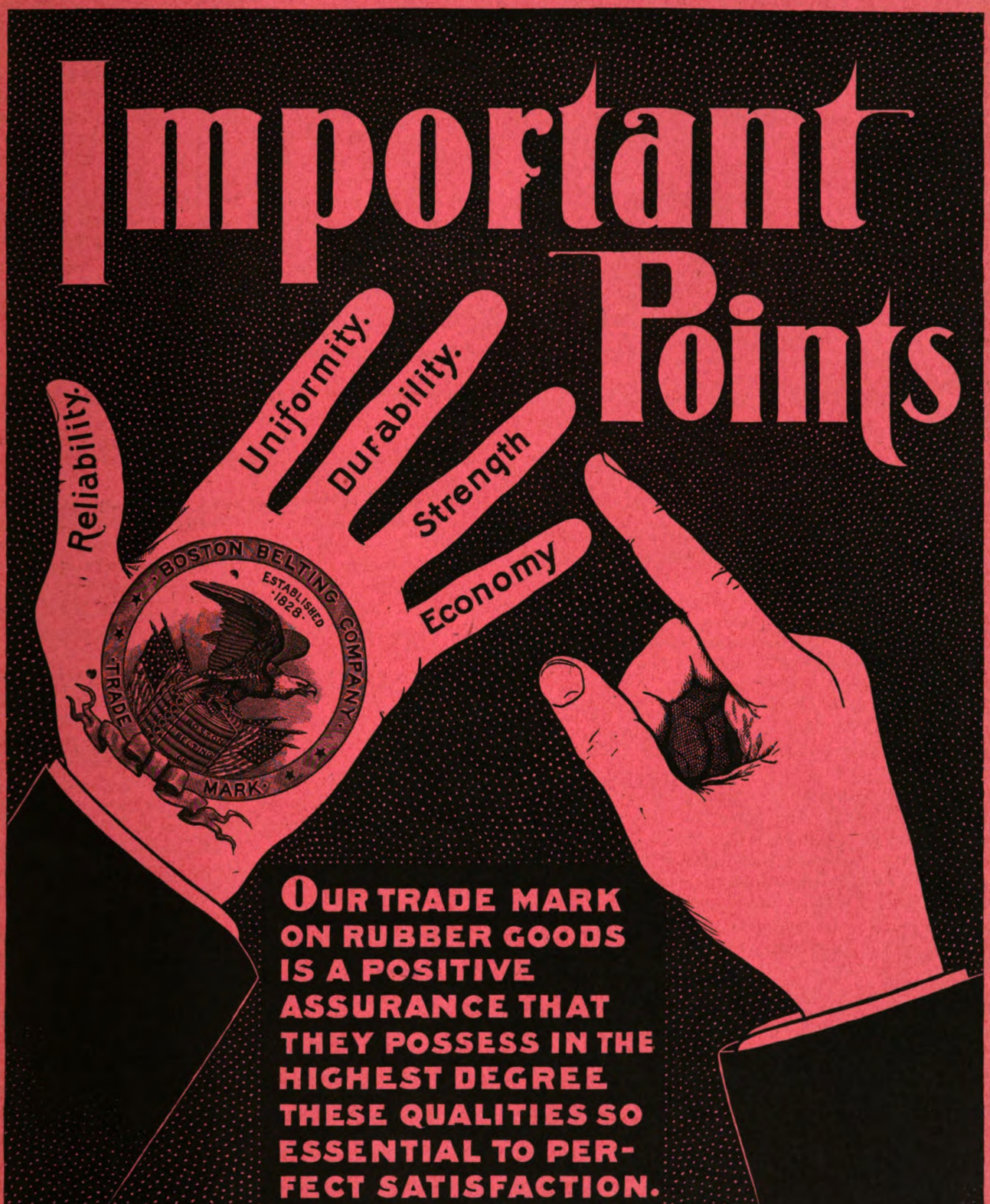
Derails are placed in the street car tracks, which are operated pneumatically from the tower, except during a certain interval, when they are thrown by hand by the conductors. During the busy hours the switches are operated from the tower as in steam railroad operation. It is said that each day 1340 movements of the switches are required at this crossing.—*Railway and Engineering Journal.*

Willie Good—Pa, our teacher says that "collect" and "congregate" mean the same thing.

Rev. Good—Well, you tell your teacher that you have information that there is a considerable difference between a congregation and a collection.—*Baltimore American.*

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Important Points



OUR TRADE MARK ON RUBBER GOODS IS A POSITIVE ASSURANCE THAT THEY POSSESS IN THE HIGHEST DEGREE THESE QUALITIES SO ESSENTIAL TO PERFECT SATISFACTION.

BOSTON BELTING CO.

JAMES BENNETT FORSYTH. MFG. AGT. AND GEN. MGR. GEO. H. FORSYTH. ASST. MANAGER.
BOSTON. NEW YORK. BUFFALO. CHICAGO. ST. LOUIS. MILWAUKEE. ST. PAUL. CINCINNATI.
SAN FRANCISCO. PHILADELPHIA. BALTIMORE. NEW ORLEANS. CLEVELAND. LONDON.

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MORRILL'S

Saw Sets, Bench Stops, Punches, Cutting Pliers, and Seal Presses.

REGISTERED U. S. PATENT No. 30572.

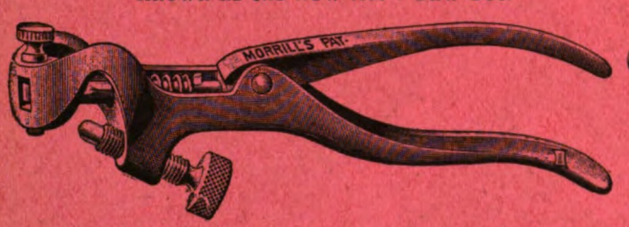
TRADE MARK

REGISTERED U. S. PATENT No 30572.

This Trade Mark is stamped on all Saw Sets and other Hardware Specialties of my make.

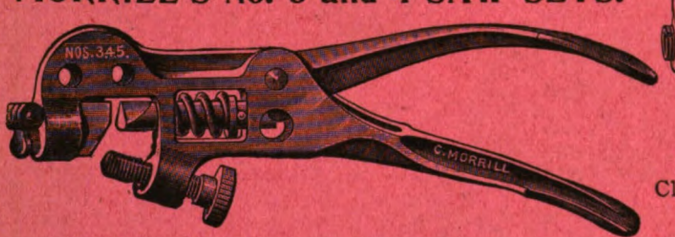
MORRILL'S No. 1 IMPROVED.

Known as the New No. 1 Saw Set.



For Hand, Band and Jig Saws, from the widest made down to ½ inch. The sets are too well known for me to enlarge on them.

MORRILL'S No. 3 and 4 SAW SETS.



No. 3, Cross Cut and Circular, single tooth, from 14 to 20 gauge. No. 4, Cross Cut M and Champion Tooth, from 14 to 20 gauge.

MORRILL'S No. 5 SAW SET.



15 Inches in Length.

For Timber and Board Saws, from 6 to 14 gauge. The size of the saw in circumference makes no difference.

These sets are made strong, accurate and durable.

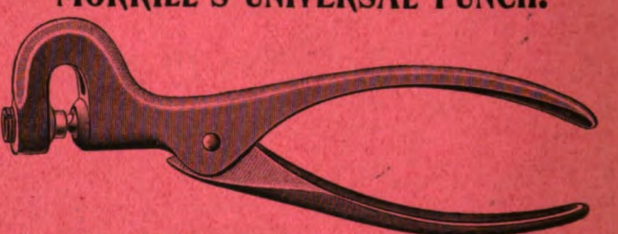
Saw teeth should never be twisted, but set at right angles to their points, as shown above.

MORRILL'S MASTER-PIECE No. 95.



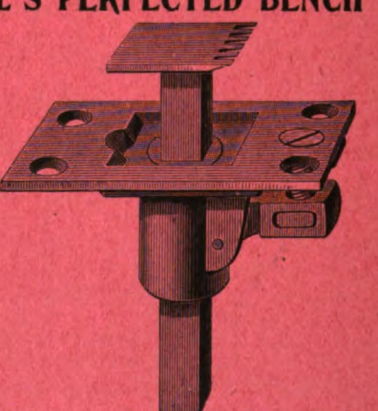
The revolving anvil with indicator sub-divided and marked with figures, the figures showing the number of teeth to the inch in the saw to be set; for example if the saw has four teeth to the inch, turn the anvil until the figure 4 comes up directly in front of the plunger, and so on.

MORRILL'S UNIVERSAL PUNCH.



For Punching Leather, Rubber, Paper, Paste-Board, Cloth, Celluloid, Veneering and other pliable substances.

MORRILL'S PERFECTED BENCH STOP.



No wood worker can afford to do without a reliable Bench Stop or hook, as it is sometimes called. The end that the screw is in should always be toward the operator. The spindle and working plate is of WROUGHT STEEL. The body is of malleable iron, rendering it the most durable and useful Bench Stop ever put on the market.

Write for Catalogue and obtain a complete list of specialties from which the few cuts above have been chosen.

CHARLES MORRILL, 35 Warren Street, New York.

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NOTICE...

We have in our yard at East Berlin, Conn., a very large stock of beams, channels, angles, plates and other structural material of high quality. We are therefore able to furnish from this stock any ordinary

BRIDGE, BUILDING, ROOF

or other structural work promptly and without delay. We invite correspondence.

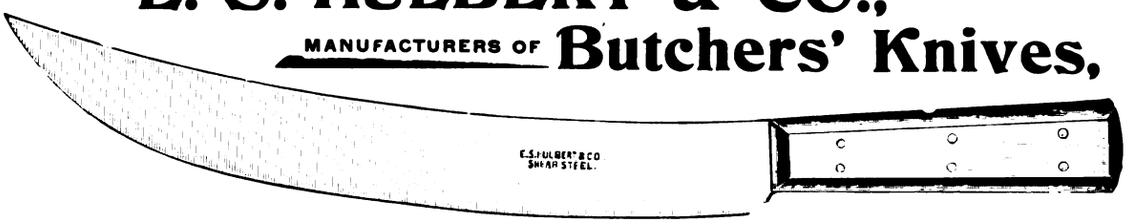
BERLIN IRON BRIDGE CO.,

Boston Office, New York Office, Philadelphia Office.
Works, East Berlin, Conn., and Pittsburg, Penn.

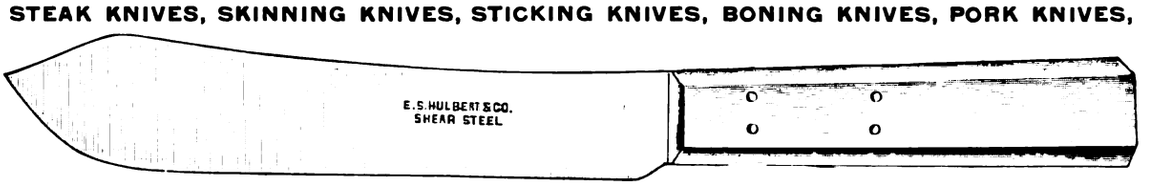
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E. S. HULBERT & CO.,

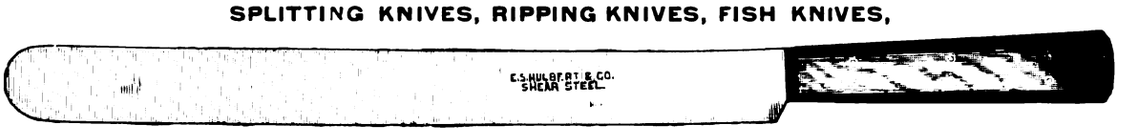
MANUFACTURERS OF **Butchers' Knives,**



STEAK KNIVES, SKINNING KNIVES, STICKING KNIVES, BONING KNIVES, PORK KNIVES,



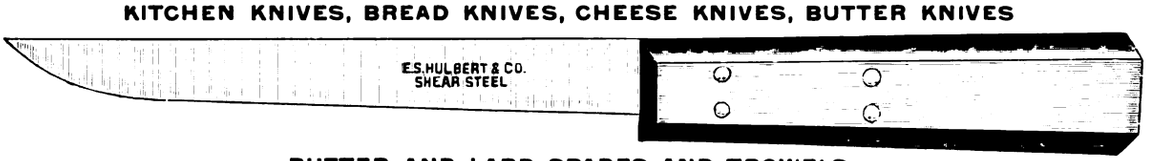
SPLITTING KNIVES, RIPPING KNIVES, FISH KNIVES,



ROAST BEEF SLICERS, HAM SLICERS, ROYAL SLICERS, CARVERS, COOKS' KNIVES,



KITCHEN KNIVES, BREAD KNIVES, CHEESE KNIVES, BUTTER KNIVES



BUTTER AND LARD SPADES AND TROWELS.

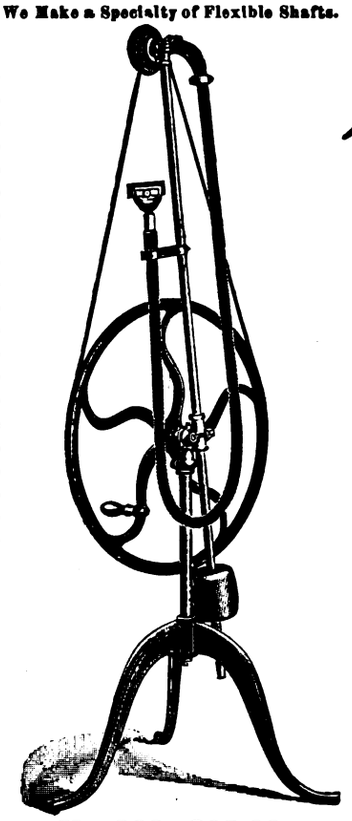
FALL RIVER WORKS, BERNARDSTON, MASS.

We Make a Specialty of Flexible Shafts.

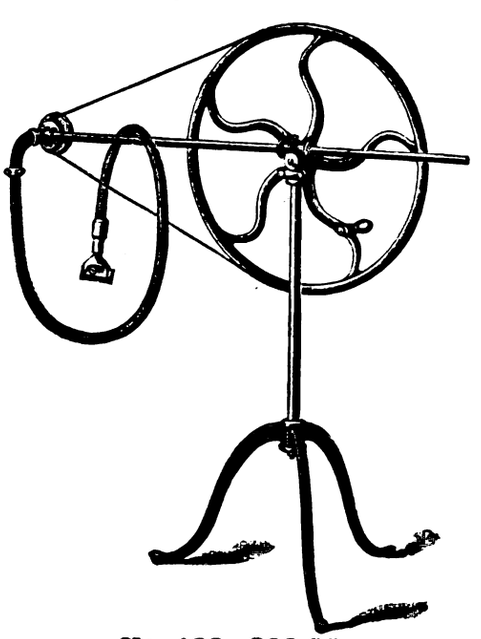
COATES CLIPPERS

Beware of Infringers of Coates Ball-Bearings.

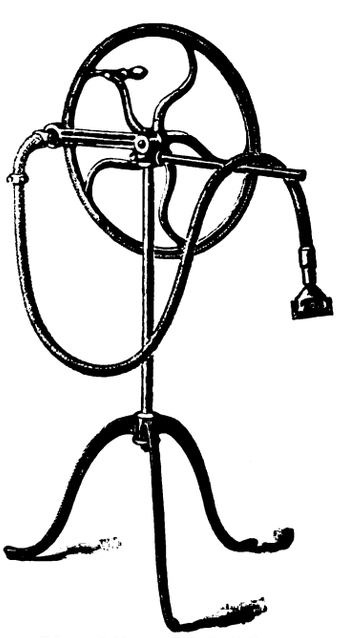
Made in great varieties for Horsemen and Barbers.



No. 329. $25.00.



No. 429. $20.00.



No 529. $15.00.

COATES CLIPPER MFG. CO., Worcester, Mass., U. S. A.

Send for Catalogue H.

NEW YORK OFFICE, 93 CHAMBERS ST.

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THE CLOSING YEARS OF THE CENTURY

Have given to the Trade two of the finest Lawn Mowers ever conceived.

One—

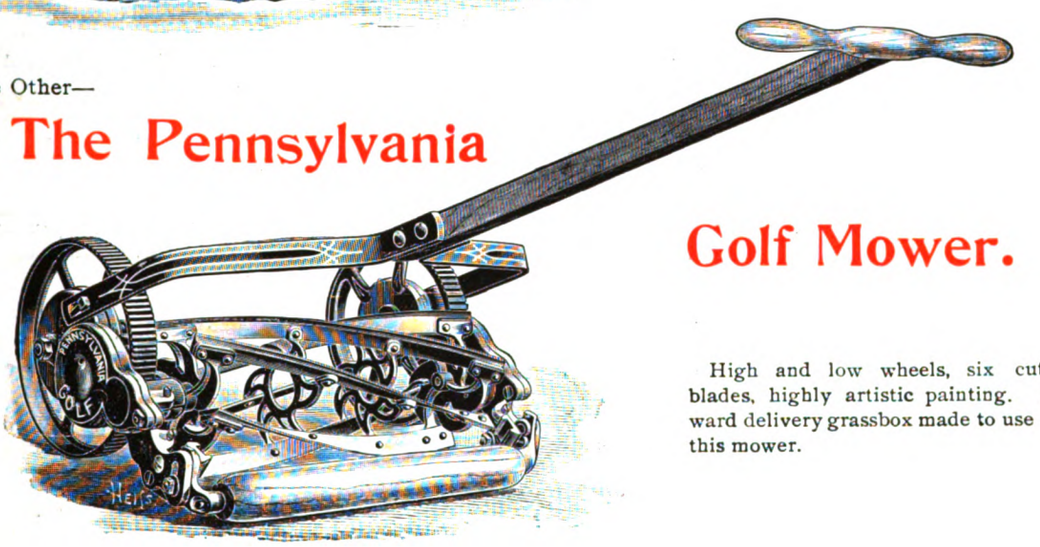
The Great American Ball Bearing Mower.



High wheels, five cutting blades, adjustable ball bearing cones, beautifully painted.

The Other—

The Pennsylvania Golf Mower.



High and low wheels, six cutting blades, highly artistic painting. Forward delivery grassbox made to use with this mower.

Popular Products Procure Permanent Purchasers.

"PENNSYLVANIA"
"NEW QUAKER CITY"
"GREAT AMERICAN"
"WESTFIELD"

1st PRIZE NATIONAL EXPORT EXPOSITION, PHILADELPHIA, 1899.

"CONTINENTAL"
"NEW DEPARTURE"
"BELMONT"
"GIRARD"

HORSE AND PONY MOWERS.

Descriptive and Illustrated Catalogs for the say so.

SUPPLEE HARDWARE CO.

PHILADELPHIA.

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TELEPHONE, 3038 CORTLANDT. ESTABLISHED 1858. CABLE ADDRESS, MACARTYCO. P. O. BOX, 1146.

J. C. McCARTY & CO.,

Manufacturers' Representatives

...IN...

HARDWARE AND KINDRED LINES.

10 WARREN STREET, NEW YORK.

LIST OF AGENCIES:

Enterprise Mfg. Co., of Pennsylvania,
Sad Irons, Coffee Mills, Meat Choppers, Lawn Mowers, etc.

American Horse Shoe Co.,
Horse, Mule and Snow Shoes.

National Horse Nail Co.,
Champlain Forged Horse Nails.

Bay State Forge,
"Climax" Toe Calks.

Heller Brothers Co.,
Horse Rasps and Farriers' Tools and Machinists' Hammers.

Fisher & Norris,
Eagle Anvils and Chain Vises.

The Avery Stamping Co.,
"Never Break" Steel Wares.

Columbia Grey Iron Co.,
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Belting, Packing and Hose.

United States Edge Tool Co.,
High Grade Axes.

Southern Handle Co.,
Hickory Axe, Pick, Sledge and Hammer Handles.

Hamden Mfg. Co.,
Ives' Augers, Bits and Braces.

The Fred J. Meyers Mfg. Co.,
Wire Goods.

Foos Mfg. Co.,
Portable Forges, Blowers and Drills.

Chisholm & Moore Mfg. Co.,
Steel Door Hangers and Rail, Chain Hoists, etc.

Eureka Chair Seat Co.,
Eureka and Universal Chair Seats.

Keystone Lock Works,
Malleable and Cast-Iron and Brass Scandinavian High Grade Steel, Brass and Bronze Pad Locks.

Arundel Caster Mfg. Co.,
Furniture Casters, Porcelain Shutter Knobs, etc.

Luther & Lederhos (Export),
"Enterprise" Line of Oil and Gas Stoves.

New Castle Shovel Co.,
Shovels, Spades and Scoops.

Coes Wrench Co.,
Improved Knife Handle and Mechanics' Wrenches.

Utica Tool Co.,
Hoes, Forks, Rakes, Coke and Coal Forks, etc.

Dana & Co.,
Peerless-Iceland and Zero Ice Cream Freezers.

Oliver Iron and Steel Co.,
Carriage and Machine Bolts, Coach and Lag Screws, Picks, Mattocks, Grub Hoes, etc.

The Clark Mfg. Co.,
Clark's Blind Hinges and Hardware Specialties.

The Sun Mfg. Co.,
Fine Box and Side Coffee Mills, Money Drawers, etc.

Columbus Brass Co.,
High Grade Plumbing Fixtures.

Union Sand Paper Co.,
Flint and Emery Paper, Garnet and Emery Cloth.

Tucker & Carter Rope Co.,
Solid Braided Cordage.

Tower Mfg. Co.,
All kinds Tacks and Nails.

A. E. Deitz,
Fine Locks and Night Latches.

Glen Rock Wire Cloth Co.,
Painted Hard Steel, Rustless, Bronze and Brass Wire Screen Cloth.

Peerless Mfg. Co.,
Clothes Wringers.

O. B. Wilson,
Stock Bells, etc.

Maryland Hinge Co.,
Steel Strap T, and Butt Hinges.

Giant Patent Nail Pullers, "REX."

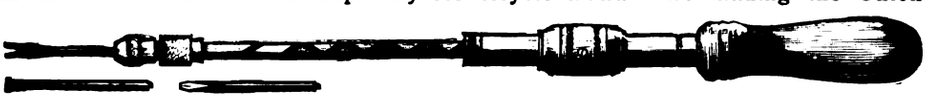
Samson Carriage and Wagon Jacks.

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BICYCLE TRADE SPECIALTIES.

Jones Reversible Spiral Screwdriver.

Voigt, Starr & Co., No. 67 Reade Street, New York, who are the sold agents for the Spiral Screwdrivers manufactured by F. A. Howard & Son, in addition to their popular line of Spiral Screwdrivers that are marketed under the name of the Jones Reversible, the Howard-Allard and "Electric," have recently added the Jones Reversible Spiral screwdriver that is made expressly for bicycle manufacturers and repairers. Each of these desirable tools has one slotted bit for spoke nipples, in addition to two sizes of bits for screws. The slotted bit was designed by a practical mechanical bicycle expert, who recognized its utility, and knew that a large sale would result from introducing it. Its reversible action makes it a very practical tool for putting on or taking off spoke nipples, while it is set and adjusted by the brass sleeve noticeable in the cut. They are intended to be retailed at $2 each, with liberal discount to the trade, and descriptive circulars with net prices and illustrations of other handy tools will be mailed upon request to the sole agents as above.



This Cut Shows Spiral Extended—Length without bit, 15 inches.



This Cut Shows Spiral Closed—Length without bit, 10 inches.

Rome Automatic Bicycle Pump.

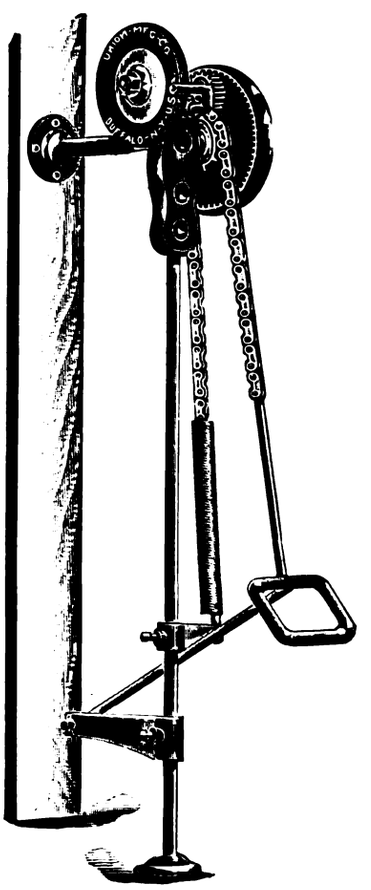
The Rome Mfg. Co, Rome, N. Y., are manufacturing the Rome Automatic Bicycle Pump, an illustration of which is shown herewith. The cylinder is nickel-plated brass, and can be connected directly to the tire valve stem without the use of the usual intermediate rubber hose. The spring noticeable between the outer and inner tube forms an adjustment between the end of pump and valve-stem for any condition of tire or stem, giving a direct connection



from pump to tire. The pressure on the valve-stem is relieved as the tire fills by the spring adjustment, and the very slight angle at which the pump is attached to the stirrup permits the hand to clear the wheel in pumping. The pump proper passes through a short piece of tubing slightly larger than the pump barrel, and to this piece of tubing the stirrup is attached. The end of the pump is open to permit of its passing between the spokes and over the valve-stems, and when in position to operate, the hand is entirely free from any contact with the wheel. In order to operate it, it is necessary to place the end of the pump over the valve-stem, then the foot in the stirrup, when the pump will immediately adjust itself, and is then ready for use.

Union Knife and Tool Grinder.

Union Mfg. Co., Buffalo, N. Y., and Mt. Forest, Canada, are making the Union Knife and Tool Grinder, which



we illustrate herewith. It stands 42 inches high, has ⅝-inch shaft, and carries an emery wheel 6 x ¾ or even 1 inch wide, if preferred. As sent out from the factory it is all connected and ready to screw to wall and floor for immediate use. It is especially recommended by the manufacturers for bicycle repair shops, small machine, jewelry, carpenter and butcher shops; also mills, for farmers' use, or any place where knives, scissors, tools or light grinding is required. Among the advantages pointed out by the makers are the fine cut gear, new positive ball clutch; that there are no belts to slip; that the bearings are large and well fitted, and that the grinder is mechanically correct. In addition to above a specially constructed buffing wheel has been added, intended for all light buffing, such as can be used in tin shops and Hardware stores for cleaning soiled tools, etc.; also in arsenals for cleaning uniforms, buttons, buckles, etc.

Columbia Automatic Gas Lamp.

The Hine-Watt Mfg. Co., Nos. 14-16 North Canal Street, Chicago, Ill., are placing before the Hardware trade and dealers in bicycle sundries the Columbia Automatic Gas Lamp, which we illustrate in this article. It is designed to be used with acetylene gas, and is claimed to possess many original features in its make up, which would make it

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worthy of consideration by those handling and using this line of lamps. Among the several important improvements claimed by the manufacturers to merit attention we note the following: The Columbia is provided with an automatic water feed, permitting the water to flow in proportion to size of flame required. Has a self-cleaning water valve, with a patent winged water distributor, by the aid of which no carbide is wasted, as the charge can be used repeatedly until exhausted. The carbide can is dust proof, being telescopic, and it is claimed can be carried in the pocket loaded without detriment to charge. It is provided with a non-carbonizing removable burner, which can be regulated to suit the amount of light required. A splash diaphragm is provided, which prevents waste of water on rough roads when lamp is used as a buggy lantern. Included in the outfit is a special dashboard bracket for carriages, which will interchange when wanted with regular



bracket. Has a three-inch aluminum reflector, giving a wide distribution of light. The lamp is made of steel, brass and aluminum, heavily nickel-plated and well finished. Height, 5 inches; weight, 18 ounces; will burn from four to ten hours according to size of flame. The Allerton-Clarke Co., No. 79 Reade Street, are New York agents.

Our German Imitators.

The great and justifiable fear that possesses German manufacturers, that the United States will supplant them in the widening markets of the world, has led them to inaugurate a system which, while it is commercially disreputable, is a distinct concession to the genius of American inventors and manufacturers. They have imitated American farm implements, stoves and labor-saving machinery with fair success, according to reports of our consuls in German trade centers, and now they propose to imitate Philadelphia locomotives. For this purpose they have imported a number of these engines as models.

Only a temporary advantage can come to the German imitators at best, for experience has shown that where the imitation article comes in competition with the American original the latter is selected and the imitation product thrown to one side. For a time German-made axes, of American model and design, found favor in several South American countries, but the instant the American article entered the field, at a slightly increased cost, it became the favorite, and the German fraud lost whatever prestige it had previously enjoyed.

Not the least nefarious of the schemes adopted by some traders to hold their markets against American competition is the practise of advertising and making these articles as made in the United States. The widening range of our commerce and the growth of our foreign trade are drawing the attention of our inventors and manufacturers to the unscrupulous trade-getting and trade-keeping schemes of the Germans particularly, though our English and French friends are not above an occasional little whirl in the same line.

While it is a tribute of fear and a concession to the superiority of American products, it is nevertheless a matter which should receive the serious attention of American inventors and manufacturers. A successful exposure and defeat of the fraud will always follow the placing of the original beside the bogus in the markets of the world. There can be but one issue, as experience has demonstrated—a triumph for the American manufacturer.—*Philadelphia Press.*

Tricks of Trade Over the Sea.

"When I first went to Guatemala," said a man from Central America, "it was as agent for a machinery house in Michigan. There is an immense lumber trade in the Republic, naturally I expected to do well among the sawmill men; but I was disappointed to find that they had been getting their machinery for years from French and German makers and were firmly convinced that it was the best in the world. One day I went to see a wealthy lumberman for the express purpose of trying to sell him what we called a 'novelty woodworker.' It was a very useful device, carrying a planer on one side and on the other a set of tools for molding of different patterns. The lumberman admitted its value and the need for something of the kind in his plant, but said that his brother-in-law, who was also in the business, had a German machine that did the same work and was much better made, and he had determined to buy a duplicate. The brother-in-law's place was only a few miles away, and the mill man volunteered to take me over and show me the machine. I gladly accepted, and was surprised on our arrival to find the thing apparently an exact duplicate of the one made by my house. It had a very conspicuous brass plate across the front, engraved with the name of a machinery house in Hamburg, and while I was looking at it, I had an inspiration. Picking up a screw driver I took out the attachments of the plate and pulled it off, and underneath, just as I expected, was the name and address of the Michigan manufactory which I represented. As a matter of fact the machine had been sold by our New York agency, shipped over to Hamburg, given a name plate and catalogued as a native German product and sent back again across the Atlantic to the customer in Central America. The mill man was astounded and gave me an order on the spot, and the episode made a deep impression on my mind. It illustrated in a striking manner how the pushing European dealers are taking possession, right under our noses, of a magnificent trade field which belongs to us by all the logic of geography and common sense."—*New Orleans Times-Democrat.*

A curiosity at least is this compilation of the deepest wells in the world: In Europe, one at Passy, France, depth 2000 feet; at La Chapelle, Paris, depth 2950 feet; at Grenelle, Paris, depth 1798 feet; at Neusalwerk, near Minden, depth 2288 feet; at Kissingen, Bavaria, depth 1787 feet; at Sperenberg, near Berlin, depth 4190 feet, which is said to be the deepest in the world; at Pesth, Hungary, depth 3182 feet. In the United States there are wells located at St. Louis, depth 3843 feet; at Louisville, depth 2086 feet; at Columbus, Ohio, depth 2775½ feet; at Charleston, S. C., depth 1250 feet.—*Exchange.*

"I like you very much, Mr. Ardup," the young heiress said, "but I cannot marry you."

"I will be equally frank, Miss Bullion," he rejoined, picking up his hat. "I don't like you at all, but I would marry you in a minute. I am more self-sacrificing than you are. Good evening —*Chicago Tribune.*

The average duration of life is greater in Norway than in any European country; this is attributed to the uniform cool temperature of the climate.—*Ex.*

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SEWING MACHINES AND THE HARDWARE TRADE.* VIII.

With an acquaintance of fifteen years in the Sewing Machine business I believe that my experience with this line will prove of benefit to the dealer contemplating engaging in the sewing machine business. I am of the opinion that the average Hardware dealer can handle sewing machines as easily as he can any other line of goods. But I am also of the opinion that unless he is ready and willing to give the sewing machine business the same amount of time and care that he devotes to his other business, and that unless he or some of his clerks have confidence in the business and the sewing machine they handle, he had better let them alone.

It is a fact that is being recognized by many of the standard companies that the exclusive sewing machine dealer is becoming a thing of the past. In the development of business competition it has become almost essential for the Hardware dealer to continue adding some profitable and easy selling specialty to his line, to help assist in bringing out the net profits of his business.

I have great regard for the "old time dealer" of sewing machines, whose technical knowledge of sewing machines enabled him to make many satisfactory and profitable sales, but that same "old timer," unless he has changed his methods, and has added to his stock of sewing machines some other profitable selling article, is not the dealer for any manufacturer to tie to.

Selling sewing machines, means selling in such a way that the customer is satisfied, continues and remains satisfied, pays promptly and readily, and takes pleasure in sending you more customers. The occasional sale of a sewing machine by a Hardware dealer whose time and attention is demanded in other departments, brings usually more trouble than profits.

Some people seem to possess, naturally, the art of selling goods. Such only need to get "the knack" of the machines. Others again, knowing all about the machines are not salesmen, and must learn this art. Just how I acquired "the art" it is difficult to say. I don't know how I got it; I think I just grew into it as I went along, whatever my natural ability may have been.

In dry goods, shoes, and all other lines that a country dealer must handle there are a good many things to learn before one becomes a good salesman. The man who has grown up in such a store gets to learn the points in different branches little by little, but the new man must make a comprehensive study when he takes hold. It is the same way in taking up the sale of sewing machines, or in fact any other new line, whatever it may be.

In order to be a successful sewing machine salesman it is your business to make the party believe they want a sewing machine and cannot do without one—then you go on to enumerate the special features possessed only by your machine. You get the party interested, and now commence to close the sale by stating your terms and the liberal guarantee given with the machine.

The ability to talk when talk is necessary is one of the prime requisites for a successful salesman of sewing machines; but the tact that restrains the salesman when talk is not necessary is quite as essential to his success.

As the editor of one of the trade papers recently put it: "As a choice between the dumb man who can skillfully exhibit a sewing machine and the man who tells it all and offers no demonstration to back his words, give us the dumb man." The same authority also says: "Suppose the salesman will sew a seam, and spreading it open pull as hard as he can before the customer's eyes, then pass it over to be stretched and pulled by all who are looking on—will it be necessary to say that the seam is strong, or will the customer fail to find that fact out? But the assertion of the salesman, without tbe sample, would have been less convincing. If the drawers are opened and the attachments spread out where they can be seen and counted, the customer will be better satisfied than with the salesman's word that they are the best that have ever been seen."

As pointed out in my previous articles, while it is not essential for the Hardware dealer to be an expert operator, it is desirable that he should have some knowledge of sewing machines so as to be able to dwell on the good points of his machine, as well as the weak points on the machine handled by his competitor.

G. H. Dirhold.

Rockford, Ill.

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In Regard to the Return of Goods.

The return of goods to a manufacturer or jobber without their consent or provision in terms of sale is not authorized by the ethics of commercialism. In the ease of machinery that is alleged to fall short of its guaranteed ability or capacity the manufacturer must be given an opportunity to demonstrate that it justifies his claims before he is asked to take it back. It is the duty of the dealer to refuse to take back from a farmer any implement he has purchased until such a demonstration has been attempted without success or the opportunity has been ignored.

More than that, and always in the case of non-complicated machinery, the effort to demonstrate its working quality should be made by the dealer or his employees, and only in the event of their failure should factory help be demanded.

Because a competitor sells similar goods at lower prices is sometimes deemed an adequate excuse for returning certain articles. The sins of the competitor should not be visited upon the maker of another line.

Aversion to carrying goods through the non-selling season is an excuse, but never a reason for the return of them. This is one of the inevitable risks of trade, as every merchant knows before he engages in business.

Overpersuaded by ambitious salesmen and stocked in consequence beyond one's needs, is another. This is an admission of poor judgment that justifiable pride ought not permit. The remedy is to exercise more care next time. The seller has no way of knowing that the salesman was unduly persuasive and has gauged his own purchases by the orders taken.

If known to be agreeable to the shipper that certain goods shall be returned, shipment should not be made without directions. It is not always the desire of the seller to have the goods returned to his place. They may be needed elsewhere and the expenses greatly increased by unauthorized shipment.

Reshipped goods should be packed as carefully as they were when received, and the returner should endeavor to secure the lowest rate of transportation obtainable.—*Farm Implement News.*

"What reason do you think that Boston girl offered for rejecting me?"

"I can't imagine."

"Land of goodness! She said she was afraid to marry me for fear she would outgrow me.—*Chicago Record.*

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Making of Lamp Chimneys.

A visit to a glass chimney factory during the "night turn" is one of the sights of Marion, Ind. At the Thomas Evans glass house, near the Soldiers' Home, one is in the midst of light that bears a resemblance to one of the underground scenes in Rider Haggard's "She." At this plant the chimneys for the old-fashioned petroleum lamps and lanterns and the modern gas globes are made and the process is very interesting.

At the big chimneys, or furnaces, men shovel into the huge pots loads of broken glass and materials used in the formation of glass. Soon the wheels, belts and ventilating fans begin to move, and groups of men gather about various small furnaces that stand around the massive central chimneys. From each group of men one man starts, bearing in his hand a blow pipe. He is called the gatherer. With rapid strides he goes to one of the pots of molten glass, thrusts in his iron wand and hurries back, deftly twirling the blow pipe to keep the hot glass on the end from falling to the ground as well as to mold it into the desired shape. At a little iron-covered table the wad of hot glass is rolled back and forth for a time, and then the gatherer blows into the pipe, and the glass assumes a slightly globular shape.

The pipe is swung gently from side to side, a little more air is forced in, and the tube is passed to the blower. He, with the skill of a juggler, swings the pipe, now and then blowing into it or pressing the glass against an iron block upon the floor, and in a short space of time to the end of the blow pipe is attached a lamp chimney, the upper end fastened to the iron and the big end tightly closed. Seating himself between two small inclined rails, the blower rolls the tube and the red hot chimney up and down with his left hand, his right hand being employed with instruments that measure the length and girth of the chimney and a tool with which the form is improved.

Suddenly the workman's hand, grasping what appears to be a pair of glass shears, rises above his head and like lightning descends upon the partially formed globe. There is a clash, and a knob of glass falls from the lower end of the new product; the large end of the chimney is now patent. Instantly the shears are thrust into this opening and held there while the left hand rapidly rolls the pipe and chimney up and down the incline, and thus the lower opening of the chimney is shaped.

The chimney and blow pipes are now placed within an aperture in a small furnace. Thence it is taken by another toiler and a gentle tap soon separates globe and tube. The little end of the chimney is now held in the furnace till it becomes again red hot and is then carried to a machine where it is placed against a swiftly revolving piece of metal until it is distended to the required size and at the same time is pushed against a mold which forms the crimp at the top of the lamp chimney.

The product is placed in a box, and at the conclusion of the "turn"—a half day's work—the annealing ovens are reached. The ware is next inspected by lady inspectors and then by the blowers, the defective goods being cast to one side and the perfect articles packed for shipment to Posey County, Kalamazoo, Cape Town, Siberia, or wherever a gas or petroleum lamp is burned.

Practicability of Inventions.

The precedence which the bicycle by its paramount popularity has attained over other manufactured articles is responsible for some plausible and numerous worthless inventions. It has served as a stimulus to inventiveness, and, as a natural consequence, not only have numerous inventions for improvements in bicycles been introduced, but every conceivable appendage has been patented under the title of bicycle accessories.

It is too often the case that theories to revolutionize present models are the results of guesswork; and success requires a more substantial foundation. The device is first designed and then the search is made for a suitable place to apply it; and the bicycle, offering the most promising field for profit, is asked to adopt an idea which in itself may be a valuable mechanical conception, but which for the use for which it is offered does not merit the recognition sought.

Inventors should make it a fundamental rule to first post themselves on the disadvantages which ingenuity can overcome in the existing pattern and then concentrate their energy in that particular direction. Many promising inventions have been rejected without consideration, or allowed to enjoy only a transitory recognition, because they were misapplied; and other inventions will suffer the same fate unless they give evidence of some familiarity with the requirements of wheelmen and are simple and comprehensive enough to interest a manufacturer at a glance. The manufacturer is used to hearing solutions of problems that do not exist and has no time to spare unless convinced at the outset that the remedy is an effectual antidote for a palpable defect.—*The Wheel.*

Hobart B. Ives & Co.'s Specialties.

Hobart B. Ives & Co., of New Haven, Conn., U. S. A., whose business was founded by Hobart B. Ives in 1877.have always been regarded as the pioneers in the manufacture of the style of sash fasteners which has made their name a household word throughout the United States as well as abroad. They have enjoyed to a large extent the unprofitable species of flattery which takes the form of imitation, a number of efforts having been made to make goods similar in appearance, but lacking in a number of the essential qualities that have made the Ives sash lock so popular with the trade, and which it is confessed is more widely sold than any of those which claim to equal it in merit. This arises no doubt from the fact that not only does it perform the duties of a sash fastener of the every-day variety, but it also most effectively draws the two sashes together, locking them in a manner so perfectly secure as to be inoperative to the burglariously inclined individuals from the outside. At the same time this burglar-proof lock quite effectually settles the disagreeable qualities of the rattling window. As will be noticed in their announcement on page 69 of this issue, they have just brought out a Window-stop Adjuster, which has been fully protected by patents in the United States and foreign countries. The essential feature of this adjuster is that it is practically a flush washer, and being made from one solid piece of metal in a pattern that has a thick bed, it will not bend in tightening the screw, and having a thin flange, to admit of an extremely close adjustment of screens, and which also prevents the screw from drawing it into the wood. It is extremely neat and ornamental in appearance, affording a quick and simple adjustment of the shrinkage or expansion of the windows to which it is applied, and doing away entirely with all weather-strips and other anti-rattler devices. The firm have recently issued a thirty-page catalogue, illustrating their entire line of window Hardware specialties, which will be mailed free upon application, and should be in the hands of every Hardware dealer in the country.

The Norwalk Foundry & Machine Co., of Norwalk, Ohio, recently received an order for 700,000 pounds of castings, with the privilege of increasing the order to 1,200,000 pounds within a year.

"No, he couldn't get his life insured."

"And yet he always looked sound and robust."

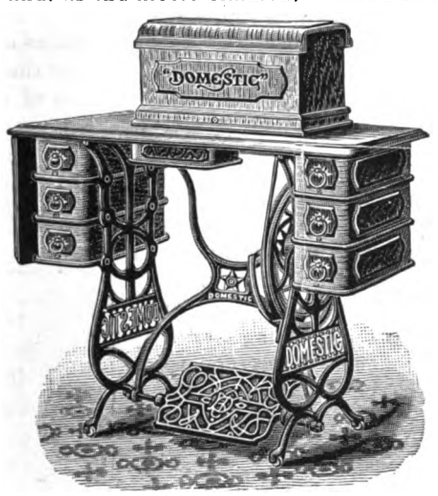
"Yes, but he never had enough money to pay the premium.—*Ex.*

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THE NEW DOMESTIC SEWING MACHINE.

Of the great number of Sewing Machines placed on the market during the past thirty years, few have had a greater popularity than the Domestic. Coming as it did with a high arm, large and strong, at a time when all of the leading machines were of the small, low arm pattern, it seemed an innovation in the line of sewing machines. The sewing machine trade examined it, tried it, and decided that while it was a light running, noiseless machine, it was too large to suit the people or amount to much in the way of competition. It did not take long, however, to disabuse their minds of this idea, for when the Domestic was placed in a house, and properly shown, it was sold, and once sold it made friends. It was always ready to sew. It ran with no noise and very light. It was strong, graceful in proportion, roomy under the arm, needed no care, and little, if any, instruction to operate. It grew in favor, and in a few years the older companies realized that the newest addition to the sewing machine ranks was fast becoming the favorite and growing in popularity.

From 1880 the Domestic was really the leading family machine, and, as the motto claimed, "stood at the head."

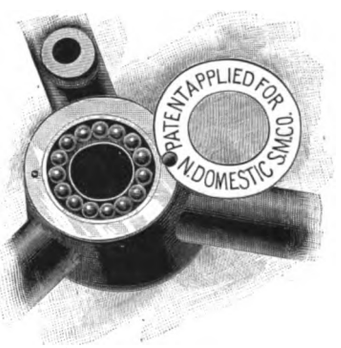


No. 4.

Other companies began to model their machines after the Domestic pattern. Salesmen of other companies helped to advertise the Domestic by explaining to the customer that their machine was "just as good as the Domestic." Agents and dealers wanted it because it was the easiest sold, and the customer liked it because it gave satisfaction. The price was higher, the time shorter, the management more conservative than any other company; yet its popularity grew until the name "Domestic" became a household word, the machine being known and sold in every civilized country of the globe.

Early in the past year the company was re-organized, and with new blood infused, with energetic, experienced men at the head, the Domestic started out on another era of successful business.

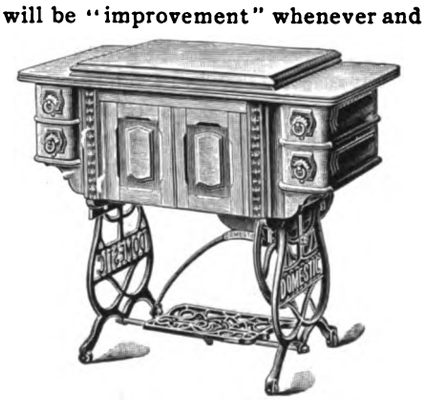
Again changes are being made and improvements added; what was considered perfect in other days will not satisfy the public now. Manufacturers in all lines realize this. While a machine may do excellent work, changes must come with the times and with experience. In the hurry and bustle of American life, what was perfect yesterday is relegated to the past to-day; in the sewing machine business this may be said to be peculiarly true. Changes in fashion, the demand for special work on clothing both for men and women, the necessity of meeting competition in quality and prices require the ordinary family machine to do any and all classes and kinds of work. It is evident that the management of the New Domestic Sewing Machine Co. have realized this fact, and with that end in view have gone ahead to, if possible, increase the range of work done on the Domestic and supply a line of machines to meet the various demands of the trade. Recently a new and improved Ball Bearing device has been added to the



THE RETAINER PLATE OR RING SWUNG OPEN ON THE PIVOT, REVEALS THE BALLS IN POSITION.

stand, as shown by the illustrations which we present herewith, simple of construction and easily understood. In meeting the growing demand for a successful ball-bearing stand, this Company did not attempt to follow any cheap devices heretofore used in the trade, but instead, originated a simple and perfect retainer plate for the balls, which makes the ball-bearing feature practical for the sewing machine. It is stated that other changes will be made when it is found that a change will be for the better. A line of machines both for the family and the factory is contemplated, so that a dealer may, by carrying the Domestic output, be in a position to meet any and all competition.

The Company manufactures their own woodwork, and to this fact can be attributed the excellence and popularity of the Domestic woodwork; and in this, as in the machines, the motto will be "improvement" whenever and wherever



IN OAK OR FANCY WOOD.

possible. The Company want the best; nothing else will satisfy. And if first class goods and courteous, honest treatment will get trade, the Domestic will command it. The Factory at Newark, N. J., employs only skilled labor, every machine being carefully inspected before going out, so that the dealer may feel assured, when a machine comes crated to his store, it is there ready to transfer to his customer without having first to go over and readjust it.

The Home Offices for Wholesale and Export trade are located at Nos. 16–18 Exchange Place, New York, where all

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correspondence should be addressed. First-class dealers are wanted by the company in all unoccupied territory. Circulars, terms, etc., may be obtained by addressing the New Domestic Sewing Machine Co., Nos. 16–18 Exchange Place, New York City.

The First Mowing Machine.

Many of our readers, says the Chatham (N. Y.) *Courier*, will be interested in this sketch of the first trial of the original mowing machine invented by Enoch Ambler, of Austerlitz, N. Y. This is the story of the mowing machine trial.

Old Father Time is always pictured with a scythe in his hands. Why? Simply because for countless ages men had been compelled to toil with the scythe, and if disease had slain its thousands the scythe had slain its ten thousands. But Enoch Ambler was the mighty genius who revolutionized farm labor and took from his fellowman the scythe and transferred from them to horses the heavy burden they had borne so long.

Enoch Ambler of the town of Austerlitz invented and built with his own hands the first mowing machine ever made. He lived at the time in a house that stood on the farm now owned by Harvey Vincent. He was a poor man and succeeded in getting Sherman Griswold interested in his behalf. Sherman was what would in these times be called a promoter. Through him Matthew Beale became interested and they together agreed to give Ambler, so I was told, $1000 for the machine and all rights belonging to it, provided it would work. A day for the trial was set and the meadow, then known as the "Babcock meadow," was chosen as the place. Quite a large number of farmers, their wives and children were on hand besides lots of those of the "I told you so" class. Ambler drove up into the lot with the machine in his old one-horse lumber wagon. The people stared in perfect bewilderment, expressions of all kinds being heard on every side. Imagine the situation. Here was Ambler fearing his labor of years in thought and toil would not be accepted. Griswold, his patron saint, who had helped him secure his patent by loaning money, was afraid that Beale might balk, and to cap the climax, after the machine had been put together and a spirited team of young horses attached, no one dared to mount the seat and drive. "Them horses will be afraid and run away and smash it all to pieces." "Them spikes out of that big wheel will fly out and kill some one as the thing begins to go," and enough other like sentiments were expressed to turn even well-balanced heads. But just at this time Robert Griswold, a cousin of Sherman, came into the field. Milton Niles says: "Here comes Bob, he'll drive; he's not afraid." Bob took the lines and turning to Ambler says: "How does the thing turn around?" Ambler says: "Robert, turn to the right at the corners and look out for the stones."

A man was placed at each corner of the lot with an extra sharp knife and a whetstone, so when the machine reached his corner he exchanged his knife or scythe for the one that had done duty from the corner back. The team the first time around would have run away had it been possible, but that with this driver was out of the question. Mr. Beale told me that as the team came around he was watching it and soon saw that it was doing its work far better than he expected, and as they came around he said to the driver: "How does it work? What do you think of it?" He replied: "The machine is all right, but the grass that was cut the last time around bothers and you want an old, steady team."

Mr. Beale said it was then he began to study out the track clearer, which he afterwards invented. The knife being so long the field was soon cut, and everybody was happy because the machine was accepted. Let every farmer honor the name of Enoch Ambler and the names of his friends that helped him in his hour of need.

Who Invented the Driven Well?

This has been a question which caused a great deal of controversy at various times and was the foundation of various erroneous ideas as to the fortunes derived by the original patentee. In this connection the following statement by Calvin E. Keach will be found of interest.

I should be sorry to spoil a good story, or contradict what seems to be a fact, but I am sure you desire to be exact in your statements of news. In speaking of the great value (in money return) for small patents, it has been stated "The 'Drive-well' was an idea of Colonel Green," and that "Colonel Green amassed £600,000 out of royalties." You will pardon a seeming egotism in the personal statements I now make. Being convinced in 1881, 1882 and 1883 that Colonel Green was not the inventor of the driven well, I took proofs, covering over 6000 pages, from more than 200 witnesses, in a suit that finally went to the United States Supreme Court, and defeated his claim. There are wells within three miles of my home that were driven before Colonel Green claimed to have thought of it. He never made as much as $10,000 from it; but William D. Andrews' brother did make much; but nothing like what you state. I proved by the records on file in Paris that the French Army, in the Chinese invasion of 1856, obtained water in that method, and the whole process was fully described in a book (which I now possess), called "McKenzie's Five Thousand Receipts," published in London, England, more than fifty years ago.

Compressed Air Cleaners.

A method of sweeping and cleaning railroad stations by compressed air blowers has been adopted by the Central Railroad of New Jersey. It has been found that sweeping and scrubbing and cleaning can be done far more effectually with air than in any other way.

Gangs of men furnished with compressed air blowers are turned loose after working hours upon the floors of the various buildings. They go over every square inch of surface, and over the walls and the furniture, with the blowers, which sweep every speck of dust and dirt before them, doing the work much better than double the help could do it with brooms.

The railroad hands have found many uses for the compressed air, which is so handy for them. They find that it will clean clothes and fine fabrics, as well as plush seats and carpets, and dozens of them take their clothes and uniforms to the men who handle the compressed air to be cleaned. The work takes but a few seconds, is done thoroughly and has the advantage of costing nothing.—*Carpet Trade Review.*

An Evanston man whose wife carries the pocketbook and manages to be in debt every Saturday night, has fixed up a sign, which he always hangs down stairs in the hall before he goes to bed. His wife, by the way, is terribly afraid of burglars, and never retires at night without expecting a visit from them before morning. The sign in the hall reads:

"Mr. Burglar: If you find any money in this house please don't go away without waking me up. I want to see it."—*Chicago Times-Herald.*

"They have queer names for things in Kentucky, haven't they?"

"In what way?"

"Why, what would be considered rioting anywhere else is called political activity there. I wonder how many Gatling guns it will take to constitute a legal election?"

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THE MANUFACTURE OF WIRE.

How many of those who sell and use wire have any idea what operations it goes through in process of manufacture? Wire-making practice has of course changed in recent years, as have most manufacturing processes. The earliest forms of wire were hammered from rough bars. This crude way was superseded later, when it was discovered how to draw, and this method of wire-drawing is now universally applied for wires of any material. Mr. A. L. Orton has surveyed in the Sibley *Journal of Engineering* the industry from one end to the other. In the case of iron wire, he explains, the metal is first converted from "blooms" to "billets" and from "billets" to "rods" at one heat. This is accomplished by long train rolls, which pass the rods from one to the other. The rods average from 2 to 600 yards in length. Very large sizes of wire may be made by continued rolling of the rods.

COLD-DRAWING.

The rods thus produced by rolling in the heated state are made into wire by the process of "cold-drawing." By this process the rods of iron and steel, rolled several hundred yards long, are first pointed at one end by hammering or by a special machine, and are then cleansed by washing in a bath of dilute sulphuric or hydrochloric acid, and afterwards immersed in lime-water to give a drawing surface. After drying by heat they are ready for the drawing mill, which consists of a series of horizontal drums or pulleys, 10 to 30 inches in diameter, termed "blocks," mounted on vertical axes on long benches. Accompanying each drum are drawplates and pincer drawers. The drawplates are discs or blocks of cast steel drilled with tapering holes, the small ends of which correspond exactly to the size of wire to be drawn from it. The form of the hole, of course, determines the form of cross section of the wire, which is usually circular, though not necessarily so. When the holes become worn from use and depart from their original gauge, the metal is hammered around the small end, closing it, after which it is reamed out to standard size.

UNIFORMITY OF GAUGE.

Where great uniformity of gauge is required, as in fine gold or platinum wire, perforated rubies or similar hard minerals are fitted in the drawplate. The drawplates are clamped in vises fixed to the bench. As the tapering end of the rod is inserted in the hole of the plate, mechanical pincers seize it and pull it through. The pincers are fixed on horizontal arms, which are moved backward by cams fixed on the axes which rotate the drums. The wire as it is pulled through by the pincers is wound on the drums. The bottom of the drum is fitted with recesses to correspond with projections on a cam mounted on the same axis. The drum can be raised so as not to be in contact with the cam, and then may be turned freely on a spindle. When enough wire has been drawn through the drawplate by the pincers to make one turn round the drum, the wire is taken from the pincers and fastened to the drum, which is lowered, and the cam fitting in its base turns it and winds the wire upon the drum. The drums draw from five to seven hundred feet per minute for ordinary wire, and somewhat slower for crucible steel. The wire has now been drawn down one size, reducing the diameter about ten per cent., and the process is continued until the proper gauge is attained. It is said that copper wire may be reduced fifteen sizes at one drawing.

CONTINUOUS WIRE-DRAWING.

In continuous wire-drawing several drums are placed in line on a frame so that the wire winds on and off each one successively. Between the drums rotating discs, made of some extremely hard substance reamed out to size, are placed so that the wire passes through them. The holes in the succeeding discs are smaller than those in the preceding ones. Thus the cross-section may be reduced a number of sizes in one operation. Of course, the speeds of the drums are proportional to the elongations produced by the reducing of the diameter of the wire, and have to be very exactly regulated so that there may be no undue stretch or slack between the drums. The drawing is facilitated by the application of lubricants; a kind of grease for the larger grades, and liquids such as soapy water and milk for the smaller. Where a straw-colored wire is not objectionable, a weak solution of copper sulphate is used as the drawing liquor. These lubricants coat the wire with a mucilaginous or metallic film, so as to preserve it from oxidation and leave a polished surface.

ANNEALING.

Wire-drawing increases the hardness of the metal, so that the wire has to be frequently annealed during the process. In practice, fine wire is thus softened six or eight times. The annealing pots consist simply of metal chambers into which the wire is placed, and the pot is then hermetically sealed. The process of heating requires several hours at a red heat, a temperature of 600 to 700 degrees Fahr. being best. The pots and their contents are then allowed to cool slowly. An average charge for a pot is two and half tons of wire.

THE PROPORTION OF CARBON.

Steel commonly used in the wire trade contains from one-tenth to one per cent. of carbon. Four-tenths per cent. of carbon in the steel used would make steel spring wire, five-tenths ordinary wire rope and six-tenths of one per cent. piano wire. Where toughness is required the percentage of manganese may range as high as seven tenths of one per cent.

THE QUESTION OF STRENGTH.

The process of wire-drawing greatly increases the strength of the material from which it is drawn. Thus it has been found possible to temper steel wire to sustain a load equivalent to 190 tons per square inch, while 70 tons is considered large in test pieces of hard steel. Such wire, however, is not of practical use, because it is exceedingly brittle, and the brittleness increases very rapidly in proportion to the strength towards this limit. A strength of 150 tons is considered the greatest that can be combined with the essential ductility and elasticity.

COPPER WIRE.

Copper wire is manufactured by rolling ingots or billets into rods in the hot state, and drawing them as in the case of iron wire. Its great superiority over iron in conductivity and its freedom from electro-magnetic induction, give it an immense advantage for electrical uses. Its greater price per ton is compensated by its lesser weight per unit of resistance. It has been shown, on a copper and iron line 278 miles in length, whose resistance and capacity were rendered equal, there was an increase of speed of nearly thirteen per cent. as compared with iron wire. Though a large part of the telegraph service is supplied with galvanized iron wire, copper alone is employed for the long-distance telephone, the electric light, and the transmission of electric energy.

Of the other metals and alloys employed in the manufacture of wire, the most important is silicium bronze, which in France, is rapidly superseding iron and steel in electric transmission.

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Machine Tool Economies.

The machining of work is economized by duplicating tools. The oldest example of this occurs in the duplex type of lathe, in which two, and in lathe practice three, four, or even six tools, may, in extreme instances, be operated at one time. Similar illustrations occur in the employment of two tools in planing and in slotting machines; in the carrying on of two or three sets of milling operations at one time, as on some of the plano-millers; in the boring of two or more cylinders simultaneously; in the cutting of several rack teeth at once on several adjacent racks; in the Eberhardt system of cutters for spur wheels, by which two teeth and upwards are cut at one time; and also in the numerous multiple drilling machines.

The machining of work is also economized to an equal extent by operations which are not simultaneous, but in which a number of tools are brought round in quick succession, as in turret practice, and in which also time is saved which is otherwise occupied in resetting work and adjusting tools Time is also saved by the use of stops, by which the traverse of each tool in the turret is limited and arrested without any care on the part of the attendant. In the modern turret, instead of one stop doing duty for all the tools, which involved careful setting of every tool in relation to the stop, every tool has its own independent stop, adjusted to accommodate the tool.

Facility for rapid changing of feeds is another late development which is conducive to rapidity of output. The old devices of altering change gears, or of shifting feed belts, are now recognized as being too slow in operation for the smaller lathes and milling machines. A good many firms, therefore, now embody in their tools devices to change feeds rapidly. The principal among them is the nest of gears, having movable pinions of different sizes, which are slid into gear with fixed pinions by means of a cotter or pin in a sliding rod, which pin drives in the loose pinion through the bosses,—a device put on many horizontal and vertical lathes. In other cases pinions are hinged, to be thrown over into gear and then locked. Another rather common device is the Sellers friction disc, in which the radial position of the inner solid to the outer divided pair regulates the feed. Then there is the bowl type of disc, in which the radial position of the friction roller to the large disc determines rate of feed. These are well known, but their rapidly increasing application to machines other than those for which they were originally designed is a feature which makes for economical working.—Joseph Horner *in Cassier's Magazine for March.*

The Billposter's Hammer.

Among the very great variety of hammers made, including many designs for special uses, is the billposter's hammer, with its magnetized head, and long, jointed handle, with the aid of which bills and cards may be tacked up in conspicuous places, where they would be least likely to be torn down. Magnetized hammers in some form have been used for a good many years, and billposters have sometimes themselves temporarily magnetized a hammer so that it would hold a tack. But the modern, up-to date billposter's hammer carries a horseshoe magnet in its head.

That end of the head which in a claw hammer would be the claw end is in this hammer fashioned into a magnet, but with the arms so close together and so shaped, that, except upon inspection, their purpose might not be noticed. Running down to a narrow flat face across the ends of the arms, this part looks simply like the tapering upper part of a shapely hammer head.

The billposter's hammer is made of cast steel, in two sizes, five ounce and eight ounce. It is fitted with a handle twenty-four inches in length, to which sections may be added. A two-section handle is thirty-six inches long, a three section handle, which is the longest commonly made, though more sections may be added, is forty eight inches. The handle is of hickory and the joints are nickel-plated, as is also the hammer head, and it makes a handsome implement.

Attached to the handle of the hammer is a movable card holder to carry up and support the card to be tacked up. Attached to the side of the hammer head is a simple little contrivance to hold a single tack, which is held in it with its head against the side of the hammer head; the point of the tack, projecting from the hammer head, is thrust through the bill or card to be carried up. With the hammer behind it for a weight this tack is driven wherever it may be desired to put it, and the hammer may be easily drawn away from it. This tack serves to hold the bill or card up until it can be securely tacked there.

In using the hammer in the ordinary way, a tack is placed with its flat top against the smooth flat end or point of the hammer head, where the magnet holds it, from which, of course, it projects, point outward, in line with the hammer head. It can be driven wherever it is possible to reach with the handle. The first blow, with the tack sticking to the hammer, may be sufficient to drive the tack in as far as necessary; if more blows are required, the broader hammer end is used.

Billposters' hammers are used in city and country, but most commonly on the road by circus and other billposters, and other traveling men who have occasion to put up cards. With such a hammer bills or cards can be tacked up high anywhere; in stores or hotel offices, or other public places, or on telegraph poles, or on buildings, or wherever they might be conspicuous, without the necessity of carrying about a ladder; and between times the handle can be unjointed and the hammer thus carried handily in the pocket.—*New York Sun.*

What the Modern Trust Is.

The change is the most stupendous revolution ever accomplished in the history of the world's industrial growth, says the *New York Journal of Commerce*. . . . It amounts to a complete disruption of the relations between the industrial forces and classes of society. It is an extinguishment of the voluntary exchanges between the producing and merchanting interests, and the creation of one exclusive producing organization for each industry, to which all other material interests must yield subjection.

Industry at large is organized into a system of feudalized corporations, each of which enjoys absolute power within its special branch of production, while taken in the mass the system constitutes itself the supremest trade power in the nation. These innovations upon the fixed methods of industry, though fundamentally affecting the citizen's free access to the opportunities of industrialism, take little account of legalities, equally ignoring the law as it stands and as it may possibly be changed to meet the case. This headlong precipitancy has pursued its purpose almost without forethought, certainly with slight consideration for trade moralities or for the weightiest of human liberties, and with little regard for the perils of public order which the outworkings of the system are too liable to evoke.

Mrs Wigwag (looking out of the window)—Here comes that Mrs. Gailey, with the loudest coat on you ever saw, and she's coming up your steps.

Mr. Wigwag—Yes; I think I hear her wrap at the door. *Philadelphia Record.*

"Your capital is not large."

"But quite sufficient. You see, our business is peculiar in that it does not necessitate any evasion of the laws."—*Detroit Journal.*

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Coes Wrench Company,
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E. Jenckes Mfg. Co.,
Crescent Coat and Hat Hooks, Bright Wire Goods, Belt Hooks, Spring Cotters, etc.

New Haven Copper Co.,
Cast Steel Augers, Cast Steel Auger Bits, Jennings' Pattern Bits, Cook's Pattern Bits, Car Bits, etc.

New Departure Bell Co.,
Door, Call, Car, Fire and Bicycle Bells, Cyclometers, New Departure Automatic Bicycle Brakes, Trousers' Guards, etc.

Whittier Cotton Mills,
Braided Sash Cord, etc.

Ohio Tool Co.,
Bench and Fancy Planes, Hand and Bench Screws, Carpenters' Edge Tools, Chisels, Handles, Adjustable Iron Planes.

Edw. S. Hotchkiss,
Rat Killers, Metallic and Wood Mouse Traps, Baxter Wrenches, Curry Combs, Horse and Toilet Clippers, Lemon Squeezers, etc.

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Complete Line of Bit Braces.

Tucker & Dorsey Mfg. Co.,
Alarm Tills, Saw Bucks and Frames, Slaw and Kraut Cutters, Hat and Coat Racks, Lemon Squeezers, Tucker's Casters, etc.

H. B. Ives & Co.,
Sash Locks, Sash Lifts, Door Bolts, Window Stop Adjusters, etc.

Bevin Bros. Mfg. Co.,
Hand Bells, Gong Bells, Trip Gongs, House Bells, Team Bells, etc.

Gibbs Mfg. Co.,
Lawn Rakes, Garden Rakes, Weeding Hooks, Post Hole Diggers, Garden Trowels, etc.

McKinney Mfg. Co.,
Steel Butts, Strap and T and Screw Strap Hinges, Steel Washers, Steel Shelf Brackets, Barn Door Hangers and Rail, Stay Rollers, etc.

New Process Twist Drill Co.,
Twist Drills of all kinds.

New Britain Brass Co.,
Petroleum Faucets, Brass Racking Cocks, Liquor Cocks and Bibbs, etc.

Nolin Mfg. Co.,
Grass Hooks, Scythes, Hay Knives, etc.

Phoenix Caster Co.,
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Chantrell Tool Co.,
Nail Pullers, Screw Drivers, Bicycle Chain, etc.

Atlas Tack Co.,
Tacks and Brads of every description, Rivets, etc.

American Screw Co.,
Brass and Iron Wood Screws.

A. W. Brinkerhoff & Sons,
Universal Corn Huskers.

Seymour Smith & Son,
Pruning Shears, Rockdale and Standard Tree Pruners, Breast Drills, Bull Rings, Cattle Leaders, Bench Hooks, Saw Sets, etc.

Slaymaker-Barry Co.,
Padlocks, Bicycle Locks, Builders' Hardware, etc.

Snell Mfg. Co.,
Boring Machines, Auger Bits—Snell's, Bates' and Jennings' Pattern—Car Bits, Ship Augers and Bits, Gimlet Bits, Screw Driver Bits, Nail Sets, etc.

D. W. Bosley Co.,
Window Cleaners, Floor Scrubbers, Weather Strips, etc.

Chadborn & Coldwell Mfg. Co.,
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G. W. Cole & Co.,
Bicycle Saddles, Bicycle Stands, Carriers, Toe Clips, Lubricants, etc.

Cooper Hose Mender Co.,
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The Jos. Lucas & Son Co.,
Bicycle Lamps.

Frank P. Welton,
"Ivy" Key and Metal Key Faucets.

Stephen McClellan,
Corner Brace. Most complete Tool made.

North Bros. Mfg. Co.,
Freezers, Perfection Meat Cutters, Wringers, Fluting Machines, Screw Driver and Drill, Weed's Faucets, etc.

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Schofield Manufacturing Co.,
Ice Breakers, Mincers, Tack Claws, Can Openers, Parers.

Fred W. Peck, Agent,
Hatchets.

Otsego Fork Mills Co., (Export),
Steel Hay and Manure Forks, Steel and Malleable Garden Rakes, etc.

Pennsylvania Screen Co.,
Window Screens, Screen Doors, etc.

T. C. Richards Hdw. Co.,
Picture Nails, Hammock Hooks, Wood Faucets, etc.

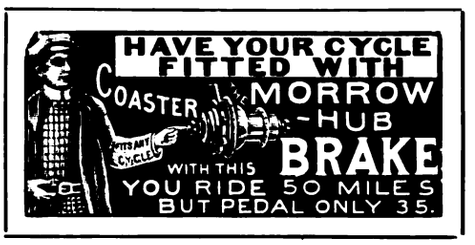
Storm Mfg. Co.,
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Ratchet Screw Drivers.

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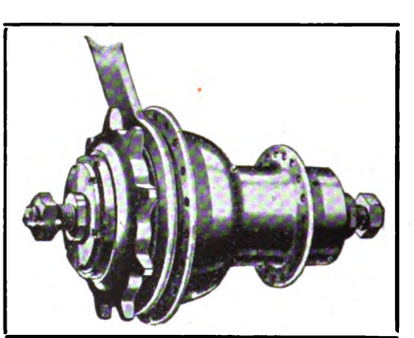
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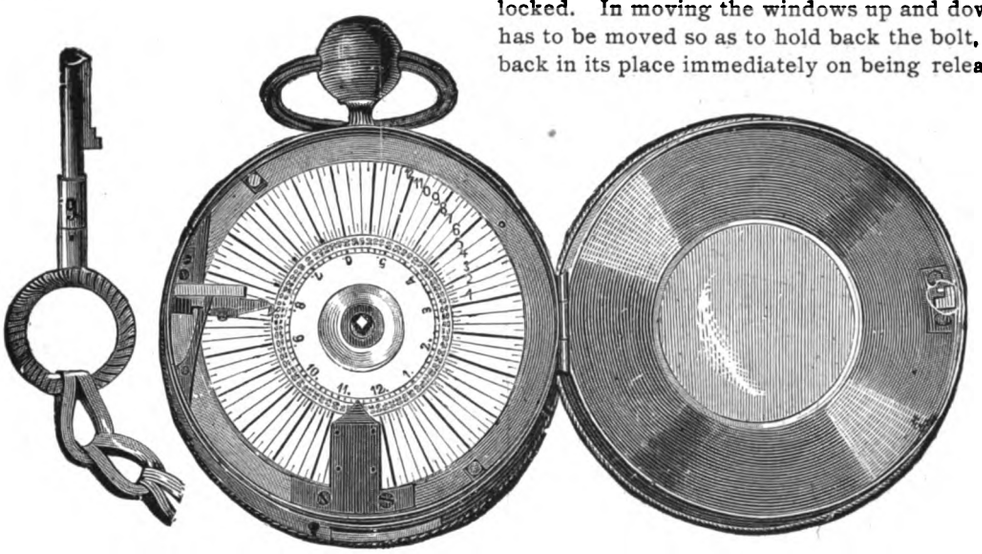
WHOLESALE DISTRIBUTERS.



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Hahn's Watchman's Time Detector.

F. A. Nanz & Co., No. 127 Duane Street, New York, are sole agents for the United States and Canada of Hahn's Improved Watchman's Time Detector, with safety lock attachment, here illustrated. The detector is made for



HAHN'S WATCHMAN'S TIME DETECTOR FOR 2 STATIONS.

6, 12 or 18 different keys for a corresponding number of stations or floors. The clock, the case of which, together with the keys, is heavily nickeled brass, consists of a full jeweled lever movement, which revolves around a dial, there being an independent spring to prevent its being turned back. Hours and minutes are recorded, and when operated with the keys it records upon a paper dial the exact time that the key is inserted, by pushing a raised number in its proper place on the dial, thus showing the time of the watchman's presence at any particular station; a dial being furnished for each day. One great advantage is that the registering is done by raised numbers 1-16 inch long, and each in its proper place, instead of an arbitrary sign, so that if a station is missed it is at once apparent, both from the registered numbers and the intermediate blank space, so that the watchman must account for the omission. The movement is separate from the recording mechanism, and will run about 60 hours. The keys are fastened permanently at the various stations the watchman is required to visit, the detector being carried to each floor or station and the record made, thus showing the tour has been properly made. A new paper dial is put on each day, on which the date is written, after which the clock is wound, locked and given to the watchman.

Pennington Ventilat ng Sash Lock.

A. W. Pennington, No. 34 South Water Street, Cleveland, Ohio, is bringing before the Hardware trade a new and

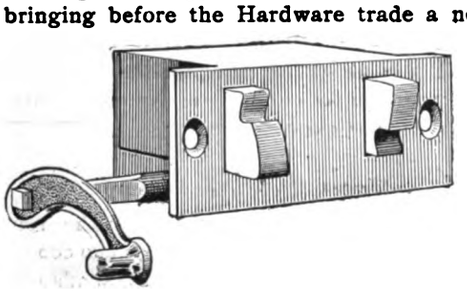


FIG 1.

desirable Sash Lock, see Fig. 1, which has unique and novel features which will prove interesting to those making a study of night ventilation when it can be done with a feeling of security against midnight marauders. The accompanying cut, Fig. 2, shows the lock, which is set in the window frame. When in place, only the handle by which it is operated appears. This lock, as is shown by the cut, has two bolts which fit in the ratchet bars. As will be seen, each sash is independent of the other and can be operated independently as may be desired. These bolts are actuated by a spring which locks the sash automatically, so that in any position of the sash the window is always locked. In moving the windows up and down the handle has to be moved so as to hold back the bolt, which springs back in its place immediately on being released. As it is to be seen, it appears at the meeting of the sash rails, and is entirely out of reach of persons outside the window and locks the windows at any position desired. By carefully noticing the cut, it will be seen that the faces of bolts and also the notches of the ratchet bars are slanting, allowing the window to be closed without operating the lever or key.



FIG. 2.

As the bolts spring into their places in the notches they indicate by a click that the sash is locked, which also serves as an alarm should anybody disturb the window from the outside. From the above it will be seen that the windows can be locked at any point, allowing perfect security against the intrusion of burglars and thieves. Circulars and price list can be obtained from the manufacturers upon request.

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Great American Ball Bearing Lawn Mower.

Supplee Hardware Co., Philadelphia, Pa., are manufacturing the Great American ball bearing lawn mower, which we illustrate herewith. Fig. 1 represents the mower ready for use. Fig. 2 shows the adjustment of the ball bearings in a sectional view, and Fig. 3 illustrates the cone or ball race and cap. The mower has a patent adjustable cone so designed as to give the best bearing surface with a minimum amount of friction. The steel balls of high grade are placed in the dust proof steel covered cup and such slight wear as may in time occur can be taken up when

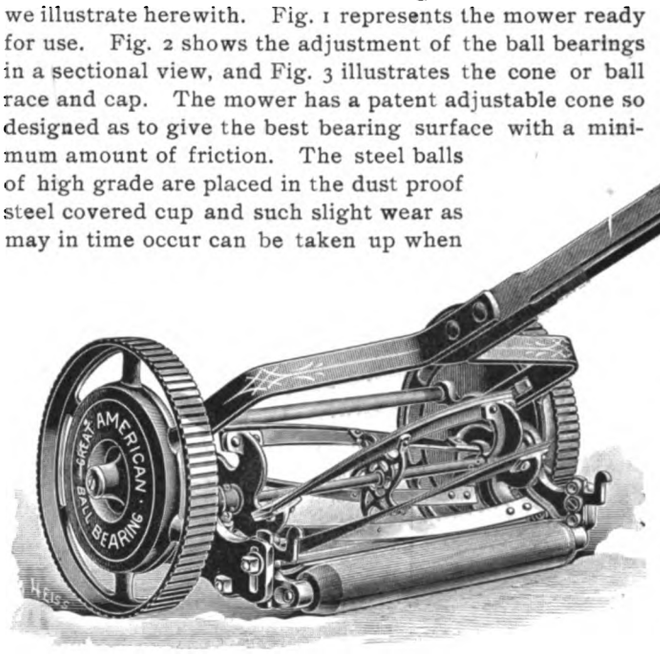


FIG. 1.—GREAT AMERICAN BALL BEARING LAWN MOWER.

desired by slightly turuing the steel pin furnished for the purpose and used in connection with a pinhole in the shaft, The driving wheels are ten inches in diameter and are entirely covered about six and a half inches, so that grass cannot interfere with the motive power, and the bearings are claimed to be as nearly dust proof as possible. The

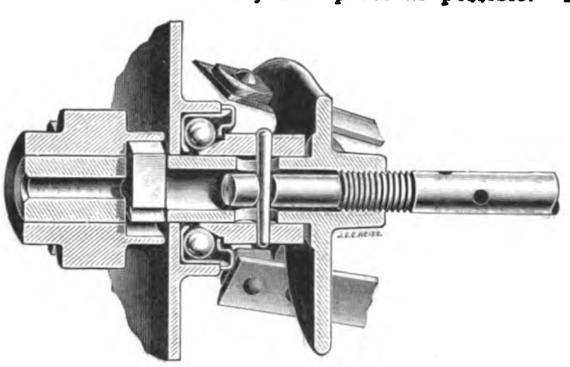


FIG. 2.—SECTIONAL VIEW OF BALL BEARING ADJUSTMENT.

revolving cylinder is six inches in diameter, has five solid cast steel patented cutting knives, hardened and tempered in oil and protected by malleable supports and a rod passing through the cylinder. The dead knife or cutting blade is of improved shape and solid cast steel and can be regulated to cut grass any length from three-eighth to one and

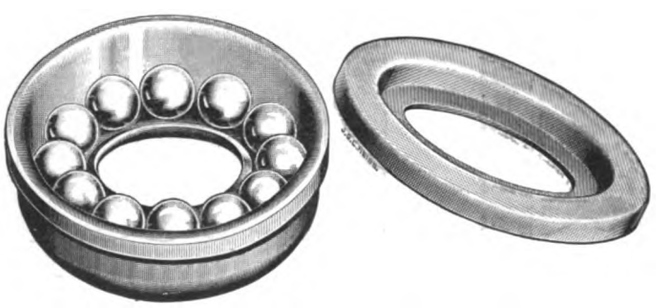


FIG. 3.—CONE, BALL RACE AND CAP.

three-eighth inches from the ground as desired. The ratchets or pawls are cast steel, hardened and tempered, and are noiseless in action. The mower is made in 15, 17, 19 and 21 inch sizes. The attention of our readers is called to their advertisement on page 89.

Misdirected Ambition.

The average clerk or assistant in a retail implement store is prone to look with envious eyes upon the traveling salesmen who visit his employer. Perhaps it is putting it rather harshly to call it envy, for that might imply malice and enmity, many of them long for an opportunity to secure a similar position, setting this mark as their highest ambition. To them the duties of a traveling salesman embrace no hardship or drudgery. That portion of their time not spent in riding upon the cars or resting at the hotels is spent in the supposed-to-be easy pursuit of orders, involving no greater task than a quiet chat with the dealers. They lose sight of the enforced absence from the dearest spot on earth, the early rising to catch early trains and staying up late for the late ones, the hard beds and insufferable fare of the average country hotel, and all the other hardships and inconveniences of a traveling man's life, to say nothing of the disappointments and failures in obtaining orders. As a result a constant stream of applications for positions on the road pours into the hands of manufacturers and jobbers.

To discourage such applicants by calling attention to their lack of experience might be considered on a par with the remark of the father who said to his son: "Never go into the water until you learn how to swim," but since the implement branch of the commercial traveler market is already pretty well stocked with experienced men it is not out of place to suggest that the experienced men are entitled to first chance.

If the assistants who aspire to road positions are conversant with all the unpleasant features of that calling and willing to take the bitter with the sweet, let him remember that there are men of experience who are of necessity compelled to seek employment in this channel. They have made their beds and must lie in them. They have cut all other connections and devoted their time to accumulating experience in this particular line, and if through the ups and downs of commercial life they have been temporarily shelved, their applications are entitled to priority when an opening occurs.

The average clerk or assistant in an implement house occupies a more pleasant position than the average traveling salesman. From a pecuniary standpoint many of them are better fixed than some of the road men. Many who have been given an opportunity to try their luck on the road have gladly relinquished their positions and returned to their native heaths, ready and willing to accept a less remunerative situation than their former one. The majority of them are distinct failures as traveling salesmen.

It is well enough to let well enough alone when a change involves the risk of failure. Ambition should not be discouraged, but ambition has possibilities in the retail implement business far more attractive than those of the commercial traveler's sphere.

Uncle Sam's Economy.

Uncle Sam pays $3,500,000 a year for the rent of 500 postal cars, which could be built for $2,000,000, and they would last for twenty years. Uncle Sam also paid one cent a pound for each fifty-six miles of distance that the railroads hauled the mails. This is about fifty times as much as is charged for carrying merchandise.—*Philadelphia Record.*

"What is a trust, father?"

"A trust, my boy," replied the astute business man, "is a business combination that you are not in."—*Ex.*

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They Shoot Best. They Sell Best.

Therefore Modern Hardwaremen Handle Them.

HERE IS THE RECORD OF

Peters Cartridges

LOADED WITH

King's Semi-Smokeless Powder

In the New York Sportsmen's Exposition Tournament, Madison Square Garden

WORLD'S CHAMPIONSHIP CONTEST.

WON in 1898 in 1899 in 1900 **BY**

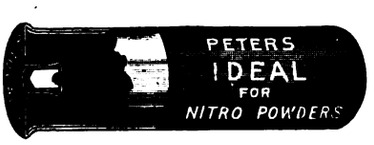
H. W. SPENCER.	-	Score 2424.
F. C. ROSS.	- -	Score 2425.
F. C. ROSS.	- -	Score 2429.

Fourteen out of the fifteen Prize Winners in the World's Championship event, the Winner of the Pistol Championship in New York, and also of the Rifle and Pistol Matches at the Boston Exposition used

Peters Cartridges

These Modern High-Quality Cartridges cost no more than Old-fashioned Ammunition.

THE PETERS LOADED SHELLS.



Of rich cherry color, with high brass bottom cup. Peters No. 3 Primer loaded with King's Smokeless. It's all the name implies.



A handsome purple shell loaded with King's Semi-Smokeless. Equals many smokeless loads. Light, vapory smoke. Costs but a trifle more than common black powder loads. This is the shell for trap practice and field shooting.



A beautiful green. Loaded with King's Smokeless. Its shooting qualities unequaled by any other load except the "Ideal."



Light manila color. Loaded with best black powder. Is a favorite with the millions.

PRIMERS, GUN WADS, EMPTY SHELLS.

THE PETERS CARTRIDGE CO.

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Eastern Department, T. H. KELLER, Mgr., 80 Chambers St., New York.

F. B. CHAMBERLAIN COM. CO.
St. Louis.

C. G. GRUBB,
507 Wood St., Pittsburg.

HIBBARD, SPENCER, BARTLETT & CO.
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Each of these Brands is

STRICTLY HIGH-GRADE,

FIRST QUALITY.

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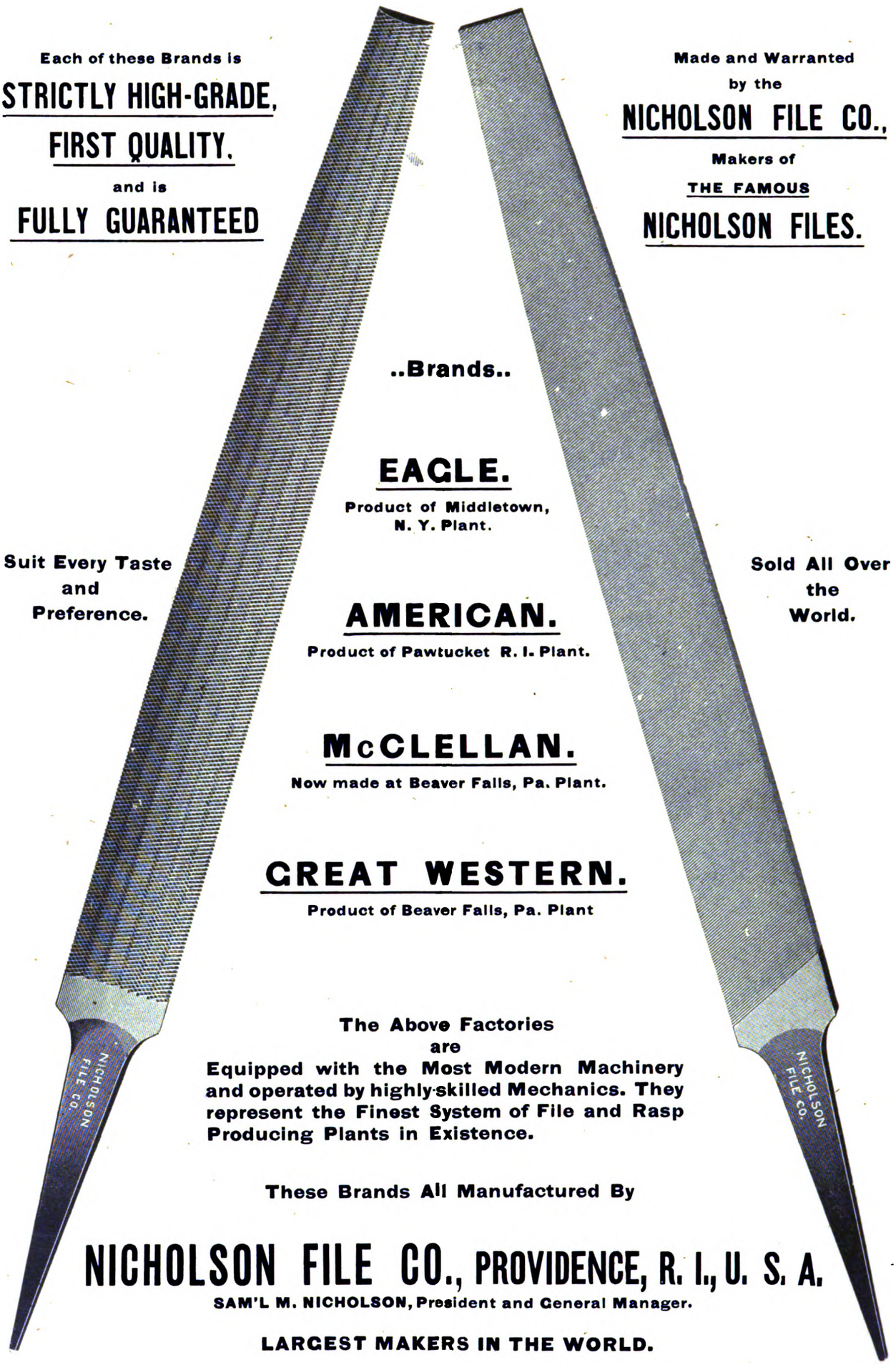
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NICHOLSON FILE CO.,

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THE FAMOUS

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Suit Every Taste and Preference.

AMERICAN.

Product of Pawtucket R. I. Plant.

Sold All Over the World.

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Now made at Beaver Falls, Pa. Plant.

GREAT WESTERN.

Product of Beaver Falls, Pa. Plant

The Above Factories are Equipped with the Most Modern Machinery and operated by highly-skilled Mechanics. They represent the Finest System of File and Rasp Producing Plants in Existence.

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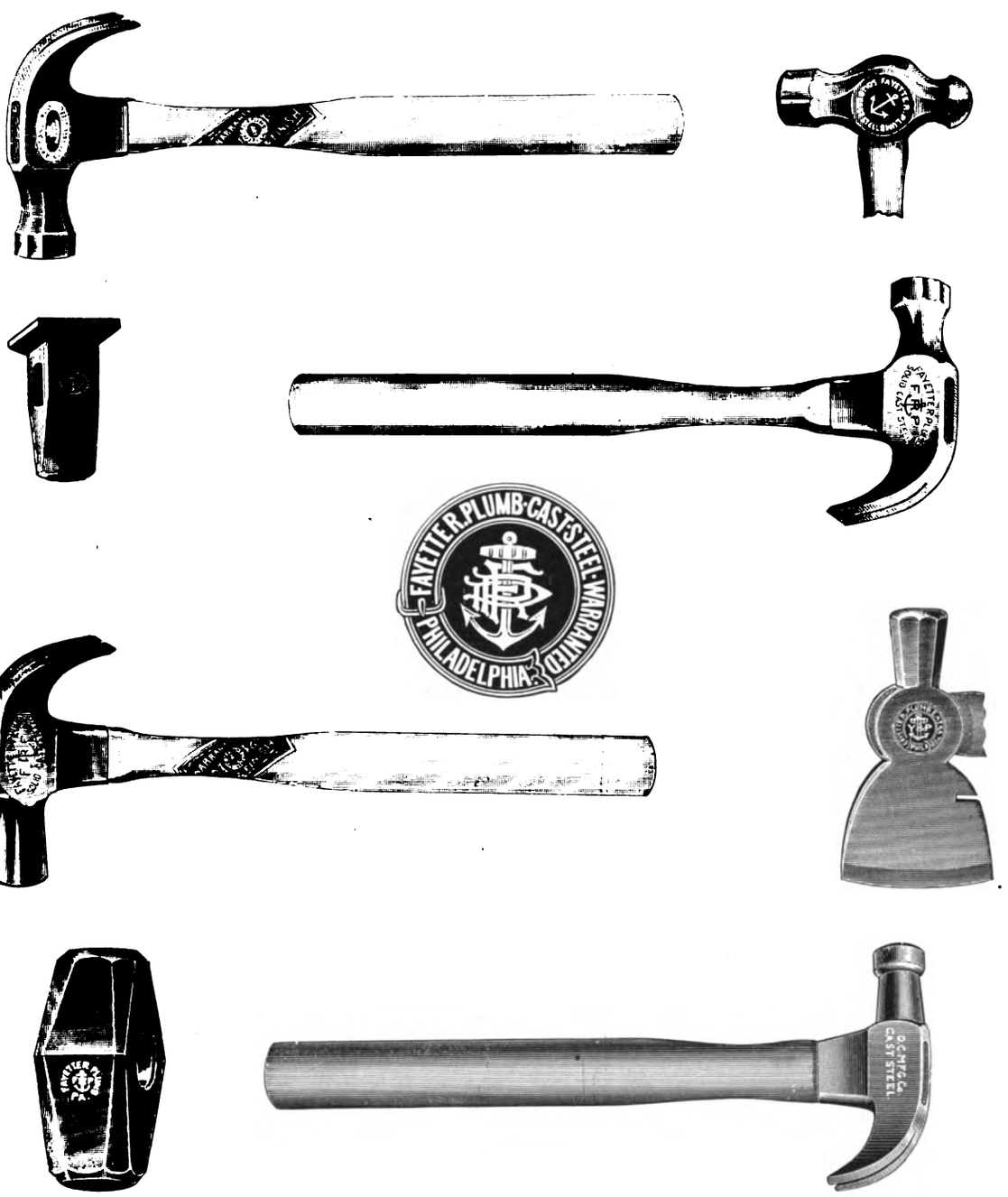
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All the up-to-date features.
Finest Finish, High Grade Equipment.

VESPER, - $30.00
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FINE FISHING TACKLE,

Base Ball, Tennis, Golf, and General Athletic Goods.

FIRE ARMS.

EDW. K. TRYON, Jr. & CO., - Philadelphia.

Send for Catalogue and mention style of goods desired.

DON'T BE A FOSSIL!

Everything has been Improved—WHY NOT PUMPS?

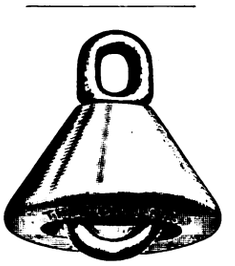


THIS IS THE WAY IT LOOKS.

The Torrent Purifying Pump will

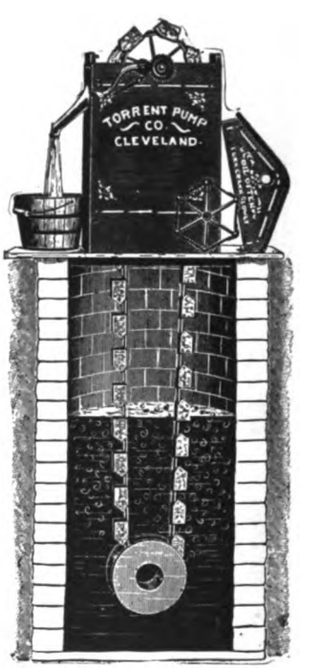
Stamp out Disease,
Bring you Customers, and
Increase your Profits.

We make the other styles also, if you want them.



This is positively the best Rubber Bucket ever placed on the market. Send a trial order.

Write for new illustrated Catalogue and Price List.

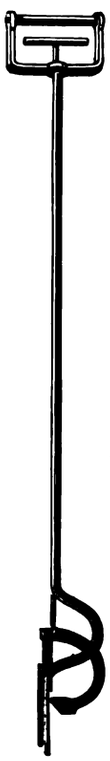


THIS IS THE WAY IT WORKS.

TORRENT PUMP CO., Cleveland, O., U. S. A.

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FIVE QUICK SELLERS-GOOD PROFIT



PRACTICAL LAWN WEEDER.

SIMPLE,
EFFECTIVE,
QUICK-WORKING
and
INDESTRUCTIBLE.

Hollow Steel Handle. Electrically Welded.
Tool Steel Blade. Japanned Finish.

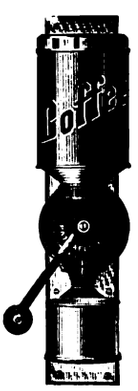
LENGTH, 39 INCHES,
WEIGHT, 2 POUNDS.

STAR BREAD SLICER.

Housekeepers,
Restaurants,
Hotels and
Public Institutions.

For Slicing
Bread,
BonelessHam,
Sausages and
Vegetables.

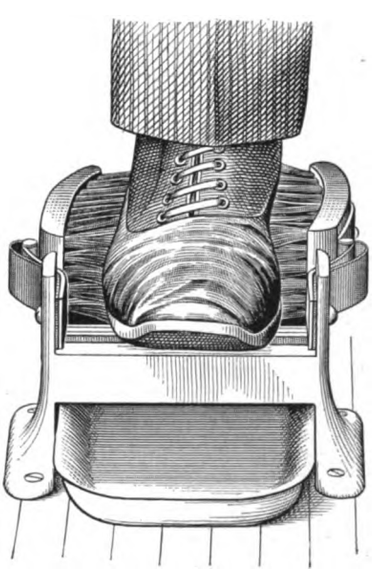




STANDARD DOUBLE GRINDER COFFEE MILL.

Saves one-half the time.
Saves one-half the labor.

PERFECTION SHOE WIPER.



Thoroughly cleans soles, heels and sides of shoes. Only **one** movement of foot necessary to remove every particle of mud and dirt.

Brushes are best to be obtained, and can easily be replaced when worn out.



SELF-FEEDING MATCH SAFE.

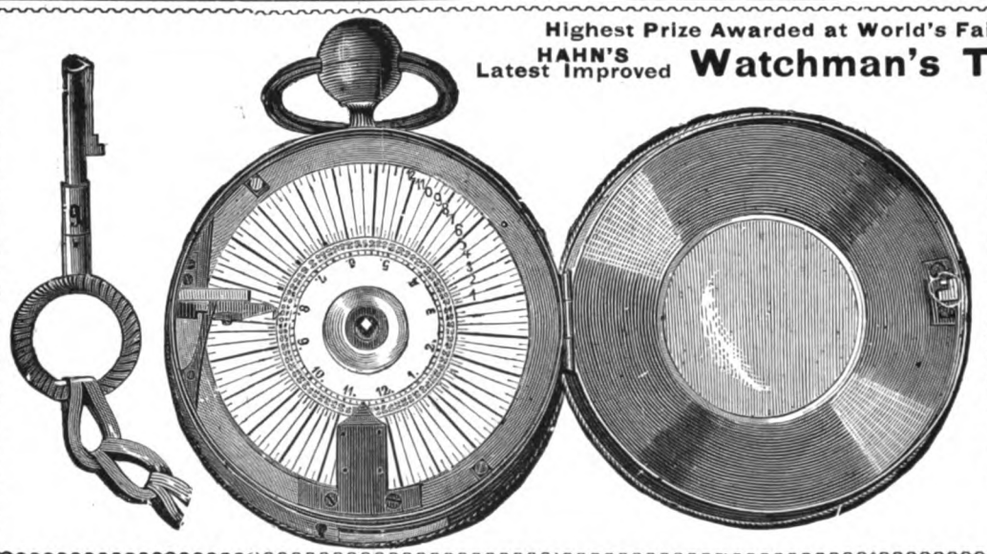
Holds one ordinary box of matches, and will feed itself until the last one is taken out.

Sells at very low price.

WALSH & MANY,

224 Champlain St., CLEVELAND, O.

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Highest Prize Awarded at World's Fair, Chicago, 1893.

HAHN'S Latest Improved **Watchman's Time Detector,**

With Safety Lock Attachment.

THIS Clock is neat, thoroughly reliable, and very durable. **Cannot be tampered with.** Price moderate Is adapted for 6, 12 or 18 stations, having a different key for each. Registering is done by numbers from 1 to 6, 1 to 12, and 1 to 18, each station having its number. No chance for a fraudulent record here Old style Detectors mark by holes or an impression on dial, the same for all stations. Allowance made for old detectors. Send for circulars, prices and further particulars.

F. A. NANZ & CO.,
127 Duane St.,
NEW YORK.

Sanitary Water Closets.

COLWELL LEAD CO.

No. 63 Centre Street,

NEW YORK CITY.

Enamelled Bath Tubs.

American Standard

Lead Pipe | DROP SHOT BUCK | Sheet Lead

Everything Else to Plumb a House

Plumbers' Supplies

from Cellar to Garret.



Exhibit of "Wagner" Cast Iron and Aluminum Ware at the Paris Exposition.

WHY
"Wagner" Iron and Aluminum Hollow Ware is the most popular.

First.—It is the best.

Second.—It has been used and recommended by the leading lecturers and demonstrators in cookery such as Mrs. S. T. Rorer, Madam Lemcke and many others.

Third.—It has been exhibited at all the leading Fairs and Expositions — receiving highest awards, giving it a wide popularity, not only with the trade but a multitude of housekeepers.

It is for sale by the Leading Jobbers and Retailers. See that you get "Wagner" Ware.

Illustrated Catalogue mailed upon application.

Wagner Manufacturing Co.,
SIDNEY, OHIO.

ELIE WEILL & CO., PARIS, European Agents.
NEAL & BRINKER, No. 18 Warren Street, New York Agents.

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OUR WONDERFUL PROSPERITY.

Editor Hardware: Your reminder that one year has passed since the anniversary number of *Hardware* of 1899 tempts one to look back over the past twelve months. Since that time many issues have come to the front and have been discussed and criticised; some of these issues now lie dormant, others have died a natural death, while some remain prominently before us. Pessimists may criticise, as they always have and always will, but the American people as a whole would not if they could close their eyes to the wonderful degree of prosperity which slowly and gradually has come upon us after years of financial depression and distress, and which during the past year has culminated much like the blazing effects of the steel retorts, which the jobbing Hardware trade of the country had an opportunity of seeing at Edgar Thomson's Steel Works of the Carnegie Steel Co. in November last.

The farmers throughout the vast agricultural districts were the first to profit in our nation's progress in this recent prosperity and according to statistics the product from our farms in 1899 was $1,500,000,000 greater than any year between 1893 and 1897. And while the prosperity shown by their savings cannot be given in figures, the well grounded fears which existed a few years ago that thousands might lose their farms through foreclosed mortgages have become dispelled, their land has increased in value, mortgages been liquidated and money for a rainy day invested or carried in bank.

Through the South improved conditions may be found at every turn, additional acreage is being tilled, improvement in price of cotton has helped the needy, iron industries have extended, cotton mills have sprung up in the home of the product and the natural heart of the industry and the capital invested has brought good returns and thousands of unemployed have found work.

Industrial prosperity has given work to over a million who were unable to find employment the few preceding years; this with the increase in wages is shown by the reports of the savings banks throughout the country, the savings of which have piled up into millions. The writer has personally seen during the years of depression, 1893 to 1896, the floors of the savings banks unobstructed and clear, while the activity in these institutions during the past year is shown by the number of persons, from ten to a hundred, usually standing in line awaiting their turn on the active days after wages have been paid.

There are now but a few truthful discordant notes to be heard, but it was not until within the last two years that real prosperity on the part of the manufacturer could be recorded. The formidable shock to confidence given to the country in 1893 was far deeper seated than then realized. From that date following year after year for four years prices were gradually forced down to unremunerative values, and had it not been that during this time export markets were sought and found the distress would have been far greater.

It is conceded that the prosperity in trade reached its highest development in the year 1899, and a retrospect of failure statistics for the year 1899 shows smaller business mortality and far smaller liabilities of failing traders than any year since 1887, in which year, however, the gross amount of trade shown by statistics and bank clearings was far less than the banner year of the history of our nation, 1899.

It would be impossible in this short space to enter into statistics of the development of our export trade. The rapid strides and increased totals are startingly apparent and made possible the deluge of statistics of the industrial capitalization during the past year. The long array of figures of these capitalizations of say $5,000,000,000 would probably not be an over estimate. The future effects of these consolidations need not now be discussed, nor could they be intelligently, but they do show the recuperative power of our country when it could swallow without belching this vast array of figures and still be in a position to take up a Russian loan of $25,000,000 railroad bonds and bid upon $50,000,000 English war loan bonds. During this period English consols, which have always been above par value of 100 receded below par, while at the same time



WILLIAM W. SUPPLEE.

United States bonds reach 118 for short time 4 per cent. bonds, and 135 for more recently issued and longer time 4 per cent. bonds. The Financial and Refunding bill recently passed by Congress sets at rest for the present at least the fears of a repetition of the years 1893 to 1896, and manufacturers organized as they are now are not likely in the near future to permit manufactured products to be used as footballs to raise money. Therefore, it is fair to presume that the retention of remunerative prices is likely to continue for a few years at least.

There appears to be but one cloud in the horizon; that is the unfortunate occurrence of our once in four years Presidential election, and in this we are not alone in our

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regrets that it does not reach us from two to four years later. Confidence is a tender plant, and at this writing it exists in all its full blown splendor to an extent which has not before existed for many years. Why touch its petals with the poison of distrust? William W. Supplee, President,
Philadelphia, Pa. Supplee Hardware Co.

"Comstock's Philosophy."

J. B. Comstock, "The Man in the Corner," who writes the philosophizing trade announcements every month for the Corbin Cabinet Lock Co., New Britain, Conn., gives a whole sermon in the following, from his March letter:

"Blessed be hard work! The sweetest bread a man ever eats is that which follows a day of satisfactory labor; and the softest bed is that which rests and rejuvenates a thoroughly tired body. There is a satisfaction in the very exhaustion that follows extreme effort which has brought results, that laurels lightly won cannot give. Every dearly-won victory gives a greater strength for the next conflict, and it is the successful hard worker who may rejoice as a strong man to run a race. 'Blessed is the man who has found his work,' says the Philistine, and blessed be the necessity, inherent or imposed, that compels him to exert himself therein.

"Show me a man who seeks and rejoices in a 'pull' or yearns for a 'soft snap' and I will show you one unworthy of confidence and content to batten on the brains of some worker. The honest workman needs no support and welcomes the opportunity to prove by his own unaided achievement the stuff that is in him. It is the man with the push who succeeds and makes his mark, when the man with the pull fails in his unequal struggle to maintain a position which he has not gained by his merits.

"The general appreciation of the enjoyment to be found in honest, self-supporting hard work is shown in the contented faces of the army of young women who forsake a life of idleness in comfortable homes to fill positions in stores and offices, and in the restlessness which leads many young men to forego college in order to enter business. It is also shown in the way in which every man who lives in the hopes of the morrow carries his work always with him, and finds his mind reverting to it in all places and times. He often complains of it, just as he does of the weather, taxes, the city government, and his neighbor's chickens; but it is the biggest thing in his life, and he would be lost without it. There is a pleasure in work for the work's sake, whether the laborer wields railroads, pounds a typewriter or keeps the steam gauge steady in the Corbin shops."

New York State Hardware Dealers' Association.

The meeting of the New York State Hardware Dealers' Association held at the Century clubhouse, Syracuse, March 22d, ended with a dinner at the clubhouse same evening. Twenty covers were laid for the members who remained in the city after the business session of the afternoon The dinner was presided over by J. William Black, who is the president of the association, and impromptu speeches were given by the members.

At the meeting in the afternoon the business of the association was transacted. Several features in regard to business methods and conditions were talked over. There was also some discussion in regard to certain legislation affecting the Hardware trade, but no definite action was taken and the members declined to make the questions public.

The association meets five times annually, this being the first time it has met in Syracuse in nearly two years. The officers of the association are: President, J. William Black, of Syracuse; vice-president, Jas. H Boucher, of Rochester; secretary, S. J. Weaver, of Rochester. The representatives who were present were from all parts of the State.

Fifth Annual Convention of the National Association of Manufacturers.

The Fifth Annual Convention of the National Association of Manufacturers will be held in Boston on April 24, 25 and 26 The business sessions will be held in Tremont Temple, Tremont Street, near School Street. The convention will be called to order at 10 o'clock Tuesday morning, April 24, and business sessions will be held morning and afternoon on Tuesday, Wednesday and Thursday. Tuesday evening will be devoted to an informal entertainment of the visitors in order to establish cordial social relations between all present Wednesday evening will be devoted to a public meeting for the discussion of some subject of interest to manufacturers in general. The detailed arrangements for this meeting have not yet been completed.

On Thursday evening the concluding session will take the form of a banquet, which will be tendered by the citizens of New England to the members of the National Association of Manufacturers coming from outside of New England. The banquet will be held in the Mechanics' Building, and will form one of the most important functions of the sessions of the Association. It will bring together not only members of the National Association of Manufacturers, but a large proportion of the membership of the New England Cotton Manufacturers' Association, the National Association of Wool Manufacturers, the New England Shoe and Leather Association, and the American Paper and Pulp Association, all of which have been invited to co-operate in this final feature of the convention.

It is expected that President McKinley will be the guest of honor on this occasion, with Mr. Wu Ting-fang, the Chinese Minister; Comte Cassini, the Russian Ambassador; Hon. John D. Long, the Rt. Rev. William Lawrence, D D., of Boston, and other men of note in public life. Provision has been made for an attendance of about twelve hundred at this banquet, and the arrangements that have been made by the Committee of New England citizens assure the complete success of the event.

The Berlin Iron Bridge Co., of East Berlin Conn , have increased their capital stock to $720,000 and have made extensive purchases in land at Pittsburgh, Pa , where they will start a branch. They have already placed the orders for the greater portion of their machinery equipment, and are now at work on the plans for the buildings, which will be quite extensive, designed and built by themselves at their own shops. It is intended that this plant shall be fully equipped with all modern appliances for doing all classes of steel bridges and structural work; in fact the layout promises that it will be the best plant of the kind in the country.

An ad. that doesn't pay may not be money thrown away. If it's your first, last and only ad., or if it's your only ad. on that particular subject or in that medium, and no returns come in, of course your money has been wasted. But many an ad. that apparently doesn't sell a dollar's worth of goods may do many a dollar's worth of good. It may bring a hundred people within a foot of buying. The next ad. may bring them all to your store, and it may be farther from a good ad. than the first one. It's a long time from seed time to harvest, and there must be much cultivation between times.—*Exchange.*

C. H. Leete, the proprietor of the Potsdam Foundry & Machine Shop, Potsdam, N. Y., has his foundry equipped with Collier cupola and Buffalo blower. In iron and brass casting he is competent to give expert moulding, through careful attention to details. Parties desiring work of this kind done, can have a New York agent call upon them for the necessary particulars.

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REVIEWING PRESENT TRADE CONDITIONS.

Editor Hardware: It is gratifying to see *Hardware* come to its tenth anniversary with such vigor and evident usefulness. I wish it may continue to grow in demand and continued utility. There was a time when the Hardware merchant knew nothing of a trade journal, and consequently felt little or no need for it. Not so now; but on the other hand it has become a prime necessity. The Hardware business of the present is conducted more intelligently and under stronger competition. This state of affairs has been brought about by the general progress in manufacturing, rapid communication by the press and electricity, and rapid transportation. The business man to-day finds it necessary to post himself about the sources of supply and demand, as well as the labor conditions; the weather, as it affects the great crops, which have their influence on trade; also the rapid changes and sudden changes of the market, and as far as possible foretell what the conditions are confronting him. This is necessary in order to know when to buy and when to reduce stock preparatory to a decline.

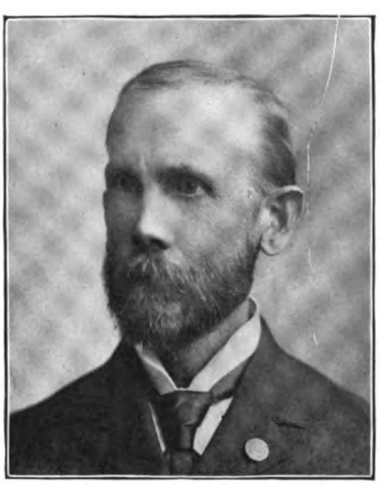
All these things, and more, make it necessary that the business man must take time to read and reflect, and here comes the field of trade papers, with their weekly and semi-monthly review of the market and conditions of trade at the trade centres. Business is now done on closer margins than in the past, and requires more careful and intelligent watching. It is now necessary to know what each department is doing, and if there be leaks discover them quickly and stop them. Formerly, when profits were better and competition was not so sharp, the merchant was not required to figure so fine. Another tendency is to do business on a much larger scale. Many merchants have been prosperous and are ambitious, and can now buy and sell on a much more extended programme. They figure that a small profit on a large sale is better than a larger profit on a smaller sale, and this practice makes it harder for the small man who is starting to establish a business.

The tendency among manufacturers is to avoid competition by consolidating and they have astonished the world with their success so far. However, since we have nothing in the past with which to compare this state of things, we naturally fear it is only temporary and that there is danger ahead. When they want to combine, in order to palliate the public mind, they tell how they will be able to curtail expenses, by manufacturing cheaper, by shipping from the point nearest consumption, by curtailing the army of salesmen and their heavy expense account, by the saving of salaries of so many heads of different factories, and yet the very first meeting of the directory after the formation, they raise the price and continue at stated periods to advance the price arbitrarily.

In this way they encourage those whom they have bought out and left with a full purse, after a short rest, to seek a new location and re-enter as competitors; tempted by the handsome profits they see, and thus they must buy them out again or have them as a dangerous element in disturbing the market.

These criticisms may not be felt much while there are orders plenty for all and to spare, but our experience of the past bids us look for dull times again sometime, we cannot tell when. If these people were the philanthropists they would have us believe, then, instead of raising the price of their product sky high, why not reduce the price and give the public the benefit of a part of the excesses they have pruned off? I think this would prove the wise course in the end, since instead of stimulating competition they would discourage it, and they would have the entire field to themselves and thus save the vast sums used to buy off competition or to buy out new factories. I do not expect any of the trade alliances, as popularly called, to profit by what I say, or that I will have any influence in shaping their action, but it is some satisfaction to spread an opinion.

I am not taking a pessimistic view of the times, for I am very much better pleased with the present condition than I was with the one we had prior to 1899; and I only wish that we may have a long stretch of the present good times, when every one who desires to is too busy to have much time to complain; but the fear that they may too soon come to an end, robs the present of part of the pleasure it yields, or should yield. I am endeavoring to prolong this period of prosperity. If we are to judge by



J. D. MOORE.

the fruits, then we may pronounce the present times and conditions good.

Another hopeful sign of the times is, that our country has adopted the Gold Standard, and will command the confidence of the world of finance and trade more thoroughly than ever before, and will put value into our stocks of every kind as well as products of the farm, for contrary to what some of our people thought and predicted, that our circulating medium would be contracted, it has been expanded. As our pig iron, cotton, wheat and lumber go out of the country money comes in, and that, too, of the best kind, and it is the logical result of making our standard of money the best the world knows. This action will hasten the day when the world will draw their exchange on New York instead of London, as is now the case in settlement of bills; and enable our people to price their cotton and other products instead of having to cable to Liverpool or London every morning to know the price.

J. D. Moore,
Birmingham, A'a Moore & Handley Hardware Co.

"Never was glad for this im-impediment in my speech but once," said the man from Dearborn. "When was that?" "Fe-fe-fellow asked me h-h-how much I would take for a a horse, and, while I-I-I was t-trying to tell him t-t-thirty dollars, he offered f-fifty.—*Ex.*

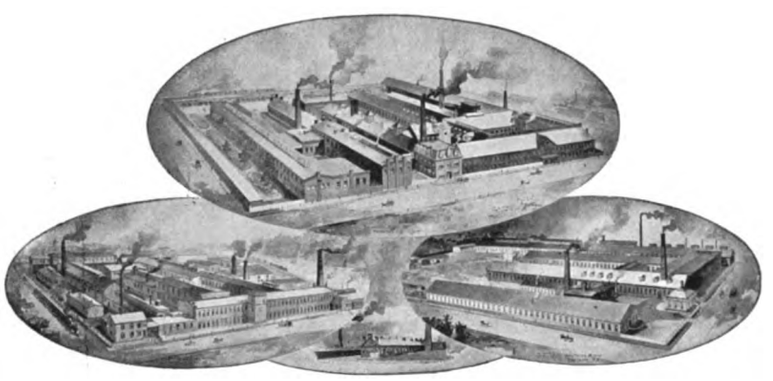
The United States exports more meats and bread-stuffs than any other country.

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The Nicholson File Co.

The Nicholson File Co. of Providence was established by William T. Nicholson in 1864, during the Civil War—a time unfavorable for the inception of new enterprises. All previous attempts to establish a machine-cutting file plant had failed, so that the belief had become almost universal among manufacturers and users of files that the hand-made file would hold the field indefinitely. In face of this condition of affairs Mr. Nicholson by his own genius and perseverance successfully developed the industry, until at his death, in 1893, the Nicholson File Co. was the largest file-making concern in the world. That position has since been maintained and strengthened.

The incorporation of the Nicholson File Co. in 1864 represented the utilization of an invention for cutting files made by Mr. Nicholson some little time previous. For a considerable period its progress was slow, but the merits of Mr. Nicholson's invention and the consequent excellence of the company's product at length brought success. The capital of the company was increased from time to time; its plant was enlarged by the addition of new buildings; a factory for the making of "X. F.," or jewelers' and fine workers' files, was built; in 1890 the large American File Co.'s business and factory at Pawtucket were purchased; in 1895 the immense Western File Co.'s works, in Beaver Falls, Pa., outside of New England the largest in the world, came under the control of the company; in 1897 the substantial plant of the McClellan File Co., in Saginaw, Mich , was acquired, and finally, in 1899, the plants of the Buckley File Co. and the Eagle File Co., the latter of Middletown, N. Y., and a concern of national reputation, were purchased, so that now the Nicholson Co. is the largest and most complete file manufacturing concern in the world.



THE NICHOLSON FILE CO.'S PLANTS.

Over 84,000 files and rasps, representing a large percentage of the entire production of the United States, and giving employment to some 1500 hands, are made and finished daily in the various plants. Moreover, every conceivable use for a file is supplied by the 7000 varieties manufactured; every kind of file, from the heavy 24-inch machine file to the tiny watchmaker's tool, less than an inch in length, and whose cut can hardly be detected by the naked eye; from the great, coarse horse rasps to the daintiest of manicure files, all find a place in the manufacture and stock of the company. The "Nicholson" brand, made in the main factory of the company in Providence, is a standard of excellence throughout America. The other four brands of ordinary files manufactured by the company—the "American," "Great Western," "McClellan" and "Eagle," the products of the Pawtucket, Beaver Falls, Saginaw and Middletown branches, respectively—also find high favor among skilled and critical machinists, being strictly first quality, high-grade files, and differing from the "Nicholson" only in the nature of the processes. In the manufacture of the sixth brand made by the company, that of the "X. F." files, a factory adjoining the main one is occupied. These files have been constantly improved and now enjoy a large share of the trade hitherto monopolized by Swiss hand-cut files.

With its extensive capital, large factories, utilization of the most modern methods and inventions, employment of the most highly-skilled mechanics and energetic management, the company feel enabled to meet competition in price from any quarter. The brands manufactured are frequently specified by the United States Government, and are used by a majority of the railroads and the leading manufacturers of the country, as well as by all the technical schools.

As the Nicholson File Co. is the originator of the manufacture of machine-made files in America, so it is the pioneer in their exportation. Owing to their recognized high quality, the brands of the company are meeting with high favor abroad, especially in those markets formerly controlled by English and German files, where they are regularly specified in large quantities by many of the leading houses in preference to the best foreign makes. They are sold to twenty foreign governments, and are found on sale in every leading city and town in the world. The reputation of the concern, the quality of its product, and its close identification with the chief organizations and movements for the extension of America's foreign trade, make its name a factor and influence in the commerce of the world.

Campbell's Varnish Stains.

Carpenter-Morton Co., Boston, Mass., in order to place their salable line of goods upon the market, especially through the Hardware and house furnishing goods trade, have prepared an attractive display cabinet, which we illustrate, and which they present to their customers when a sample lot of the Campbell's Varnish Stains are ordered. They have recently added to the usual sizes previously sold by them a new size can which can be retailed at a popular price. The goods being fully guaranteed and well advertised make a very neat addition to a Hardwareman's stock, and will be found a fast selling specialty.



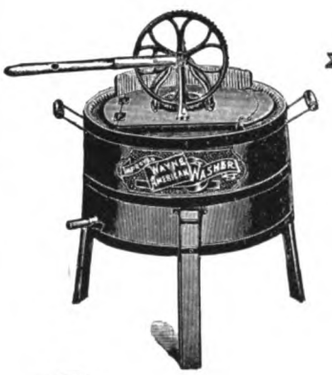
Many a man has made a fortune through judicious advertising. Take two men starting in business at the same time. One uses all the money he makes in living well, and sometimes even extravagantly. The other invests all the surplus cash that he can lay his hands on in advertising here, there, everywhere that he thinks will attract public notice. What is the result? The man who advertises has crowds flocking to his shop to see the beauties of the advertised goods, and as the public begin to run so will they continue from sheer force of habit. The first shopkeeper will in the meantime be sitting, unthought of and uncared for, aghast at the crowds which daily throng the counters of his competitor, and bitterly bewailing the bad luck which has followed his own venture into trade. Yet he has no one to blame for it but himself.—Chauncey M. Depew, *in N. Y. Journal.*

"Jimmy's rabbit got drowned in our bathtub."

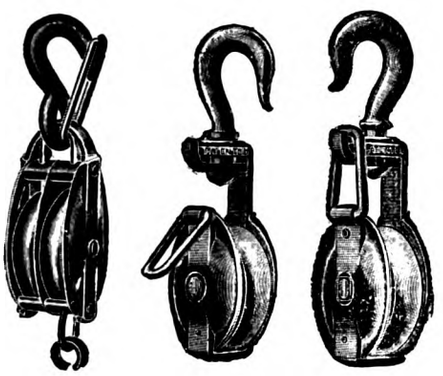
"Goodness! Didn't he have his left hind leg with him?"

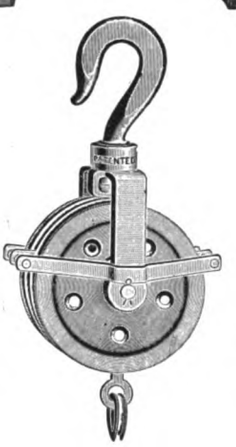
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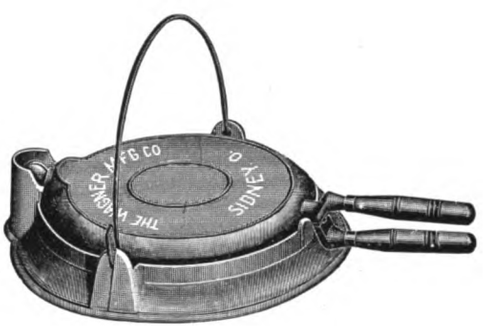












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Manufacturers of Hartz & Eddy's Patent Steel Tackle Blocks.

The Anthony Wayne Mfg. Co.,
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Manufacturers of Washing Machines, Cyclone Churns, Self-Measuring Oil Tanks, Ironing Boards.

John C. Jewett Mfg. Co., Buffalo, N. Y.
Refrigerators.

The Buffalo Mfg. Co., Buffalo, N. Y.
Water Filters, Water Coolers, Cooler Stands, Table Kettles, Chafing Dishes, Bath Room Fixtures, etc.

Fitchburg File Works, Fitchburg, Mass.
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Wagner Mfg. Co., Sidney, O.
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Sizes ⅜ and ½ Inch

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Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
105 Beekman St., NEW YORK.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.

CHAMPION MODEL.



This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

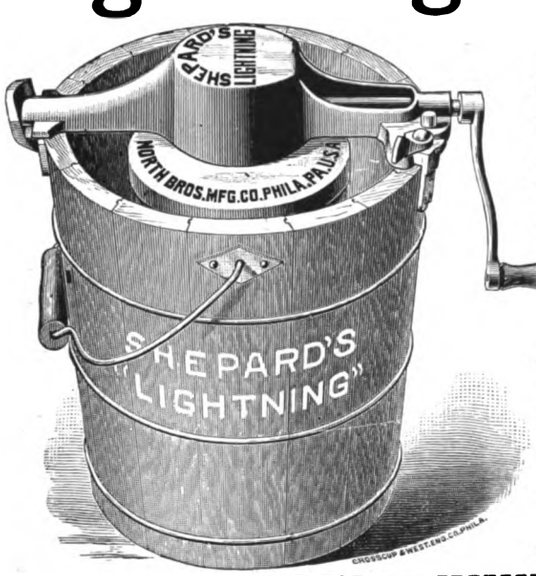


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Easy running.
Quick Freezing.
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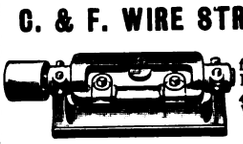


ONLY $5.00

SEND US $5.00 as a guarantee of good faith and we will send you any fireproof safe by freight, C. O. D., subject to examination. You can examine it at your freight depot and if you find it the equal of any fireproof combination lock iron and steel safe made and about one-third the price charged by others for the same size and grade, pay your freight agent **our special factory price and freight charges,** less the $5.00 sent with order; otherwise return it at our expense and we will return your **$5.00.** 100-lb. combination lock safes for the home, $6.95; 200-lb. office and store safes, $13.95; 500 lbs., $19.95; 700 lbs., $23.95; 1000 lbs., $29.95; 1250 lbs., $34.95; very large double outside and double inside door safes for large business, factory, jewelry or bank, 50 inches high, 2400 lbs., $71.95; 68 inches high, 3000 lbs. $99.75. Freight averages 25 cents per 100 lbs. for 500 miles; for 1000 miles, 40 cents. **WRITE FOR FREE SAFE CATALOGUE and special liberal C. O. D. offer.**

SEARS, ROEBUCK & CO., Chicago.

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Straightens wire from No. 3 to No. 20. It is 14 inches long, 4¼ high and 5 wide. Weight 25 pounds.

Send for Circular.

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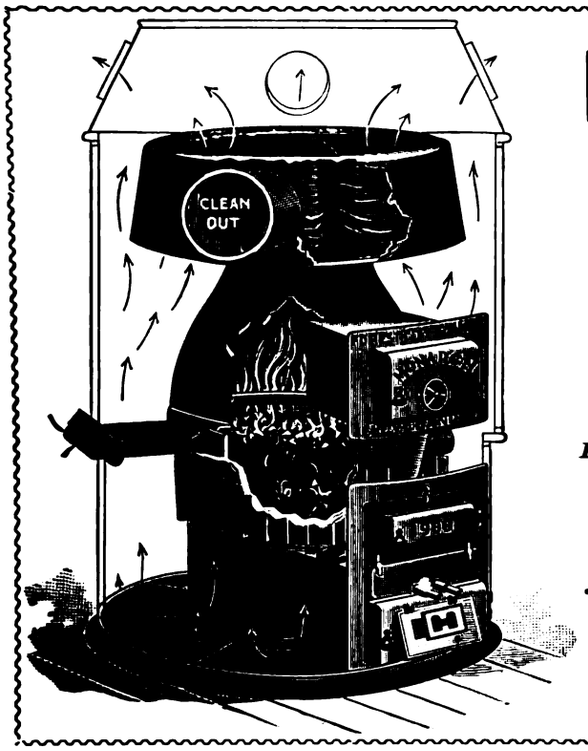


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FOR HARD AND SOFT COAL

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OUR NEW CATALOGUE JUST OUT.

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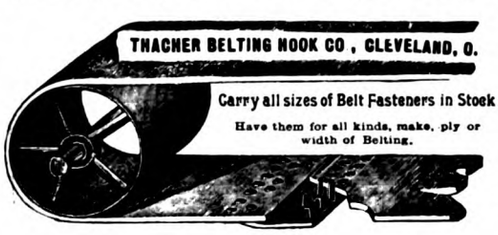
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Makes a Continuous Endless Belt.

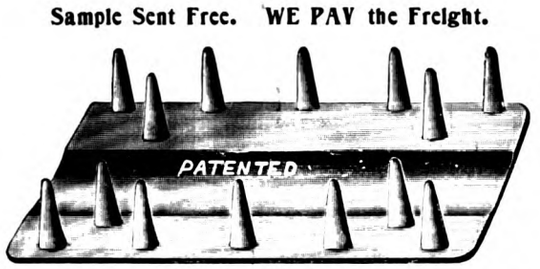
NO PUNCHING OF HOLES REQUIRED.

Takes place of lacing and all other known devices.

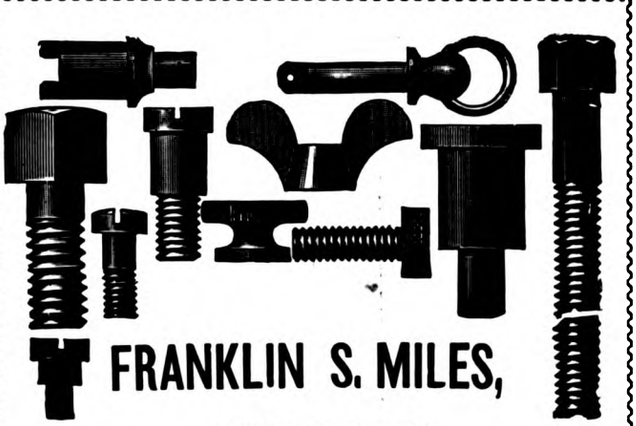
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Sample Sent Free. WE PAY the Freight.



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FRANKLIN S. MILES,

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ALL KINDS OF SPECIAL SCREWS.

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Our assertion that Arcade Files are the best is not a mere figure of speech intended to catch the eye. They really ARE the best—they cut faster, wear longer and represent a better value for the cost than any other file made; and are equal in every respect to the best English hand cut files—because they are made of the best steel that money will buy, and are finished with Weed's Patent Increment Cut, which produces a surface so exactly resembling the hand-cut work that no one can tell the two surfaces apart. If you have never used Arcade Files, send us a trial order, to be returned at our expense if not exactly as we claim. The best mechanics use them and prefer them to any other make for the reason that they cut faster and last longer than any other file on the market.

The Arcade File Works,

Works, ANDERSON, IND.

NEW YORK OFFICE: 97 Chambers Street. Samuel W. Allerton, President.

Courtlandt C. Clarke Sec. and Treas.

CHICAGO: 118 Lake Street. Alfred Weed, V. Pres. & Gen. Mgr.

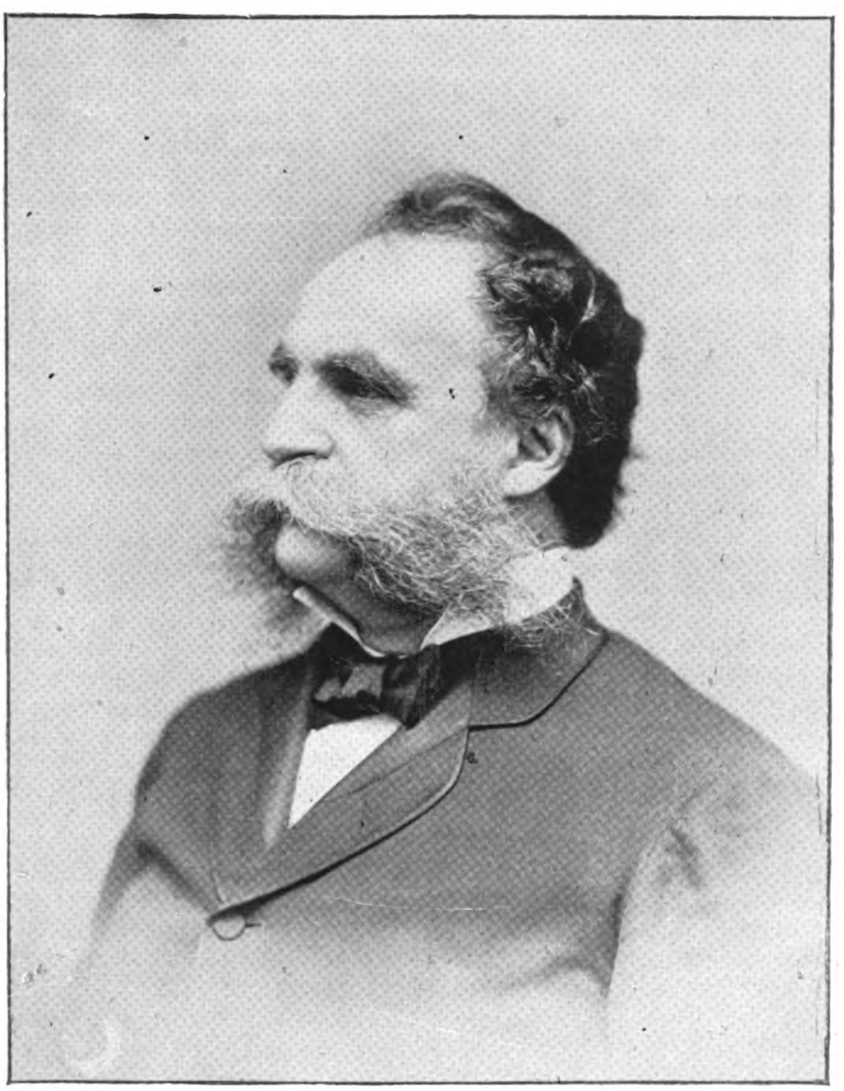
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A REMINISCENT INTERVIEW.

INTERESTING RECOLLECTIONS OF GEORGE H. SARGENT.

HE FORSAKES THE LAW AND ENTERS THE HARDWARE TRADE —A SMALL BEGINNING ON THE THIRD FLOOR—EXPERIENCES AS A TRAVELING MAN, AND COMMENTS RECORDED AT THE TIME.

George Henry Sargent, the head of the Hardware house of Sargent & Co., and now in his second year as president of the Hardware Club of New York, was speaking of his boyhood, and some remark of his led the representative of the *Hardware Dealers' Magazine* to ask: "When you had finished at Harvard, Mr. Sargent, what did you make up your mind to do? How was it that you turned your face toward New York, and how did you become a part of the Hardware trade?"



GEORGE HENRY SARGENT.

"I at first had a professional life in view," was Mr. Sargent's response, "and for a year after leaving college studied law. About that time Daniel Webster died, and I probably had an ambition to fill his shoes, but soon discovered that however well I might do with them, I never could fill his hat. I went into the Harvard Law School, but my brother, Joseph B. Sargent, had started in business in New York, and thought it would be a good thing for me to come down and join forces with him. I saw a place opened before me, and I hesitated. There were so many struggling at the foot of the ladder of professional success; so few who succeeded in reaching the top. It struck me that perhaps I could get nearer to the top in the Hardware trade than in the profession I had chosen.

"J B. had been in New York about two years. He had been educated in a business life; had been in the dry-goods line in Boston, had spent some time in Georgia, and had located here in 1850. His idea was of a purely utilitarian character. He believed that a young man's chances were better in business than in a profession; if very able he might win position and distinction in the law, while in business he would secure an independence financially.

"Well, he advised me to come, and I came. He was located at No. 24 Cliff Street. Russell & Erwin were on the first and second floors; Phelps, Dodge & Co. were on the other side of the street. J B. had the third floor—he had only a little tin sign tacked on the door. He was selling the old fashioned hand cards on his own behalf, and was also agent for Peck & Walter Mfg. Co., of New Britain, Conn., manufacturers of builders' Hardware. We bought them out in 1857, and that was really the beginning of our business. The house in which we were located was an old dwelling, fitted over for business purposes. We had the whole floor, about 20x75 feet, and a sort of an attic above, which we used for storage. I took hold from the first, and speedily became very much interested in the business."

"What did they set you at first?"

"In those days everyone in the business was compelled to transform himself into an all-around man. It was his lot to open goods, to put them up, to sell them, to act as cashier, to be the man-of all-work —that's the way we broke men in in those good old days. I remember that William F. Hyatt, the predecessor of Underhill, Clinch & Co., was with my brother as clerk. People would come to us for goods, and it was his business to sell them all he could."

"How did you like it? Did you still have a hankering for Blackstone and Greek verbs?"

"No; when I got fairly into it I gave my whole thought to it, and worked to the very best that was in me. I received recognition in December, 1854, when the sign on the door was changed to Sargent, Brother & Co.; there was no 'Co.,' but it looked better and sounded better that way. On the 1st of May, 1854, we removed to No. 85 Beekman Street, where we had a whole store to ourselves. Our business had quite materially increased, and we had become selling agents for a number of concerns.

"We both went in and pushed for all we were worth; J. B. ran the office, while I looked after the store."

"Did you ever have any experience in going out for the

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sale of goods; ever wrestle with the Hardware merchants on the road?"

"I was born, as you might say, into my Hardware life in January, 1853, when as a representative of the Peck & Walter Mfg. Co. as Hardware manufacturers, and my brother as a hand card maker and commission merchant, I presented myself to the Hardware merchants of Louisville, Ky., as an inexperienced and unfledged drummer, with samples of cotton cards, curry combs, and various and sundry other Hardware paraphernalia, after having decided, as I have told you, to abandon the study of law, and take to the woods of a mercantile life, the obscure paths and labyrinthian mazes of which were to me a terra incognita, or, in the vernacular, a terror unknown."

"Louisville was a good point to begin with. Where did you next go? Please tell me all about that first trip."

"Well, as a nine days' wonder to myself," Mr. Sargent responded, "and after exploring the Louisville trade for about nine days, and getting my eyes open to an insight of the idealities of the science of drumming by note instead of by rote, I imagined myself as quite an expert as a forceful persuader, and giving those Louisville merchants a rest, I embarked for St. Louis on steamer *Pike No. 2*—no relation of our staunch Whetstone Pike, who is *No. 1*.

"A pleasant trip down the Ohio and up the Mississippi brought me to St. Louis, January 13, 1854. My journal, 14th, says: 'To-day, from 10 A. M till evening, I devoted myself to the trade, showing my samples and making the personal acquaintance of some of the members of each firm. Buyers generally are east making purchases for the Spring trade, which promises to be very satisfactory.'

"Some of the jobbers of Hardware in St. Louis at that time were Child, Pratt & Co., Shapleigh, Day & Co., Adolphus Meier & Co., Wilson Bros., Haywood, Crow & Talbot, Donelson & Hall, and G. Bremermann, and prominent as retailers were Rudolph & Humes and Julius Morisse. I gave these good and patient gentlemen and their fellow-craftsmen no rest for a few days, when I made glad the city of their residence by departing on steamer *Lady Pike* for Memphis, where, says the diary, 'I called on all the merchants, making pleasant acquaintances, showing my samples and taking some orders.' The jobbers there were Holyoke, Lownes & Co. (succeeded by Lownes, Orgill & Co. & Orgill Brothers), McCombs & Co. and A. J. White. Trade was brisk and cotton was king. I wrote that 'the planters are hauling in their cotton in great quantities, and the levee is entirely covered with the bales around which, as night comes on, the negro drivers, or mule persuaders, were encamped, regaling themselves with their suppers of the standard ration—hog and hominy.' I mentioned that Memphis was finely located, presenting an imposing appearance from the river, and quite a lively business city. Then for New Orleans on the steamer *Lexington* a trip of four days on the Father of Waters, much water at times—too much at any time for Kentuckians.

"Those were steamboating days, and much fun along, racing and betting, big and little gamblers, negro entertainments and every variety of time-killing expedients that could be invented. I was in the pilot house much of the time, and gave the man at the wheel many points, which, of course, he did not see, but looked as if he thought that my navigation presumption indicated a 'wheel in the head.'

"A safe and very agreeable voyage to New Orleans, then lodging at the Veranda Hotel, a canvassing of the trade, and these were rich and prosperous Hardware merchants; those like Slark, Day & Stauffer, Richards, Slocomb & Co. (now A. Baldwin & Co.), and others—all large buyers of cotton cards at $3 per dozen, which in 1864, sold there for $20 for greenbacks. Then to Mobile. From there by boat to Montgomery, up the Alabama River. The railroad was not completed from Montgomery to what is now Atlanta, then a wooded village, so that between La Grange and West Point we had to 'stage it' over the Rough and *Reddy* roads of that section of Georgia. From Atlanta, visiting en route Augusta, Charleston, Wilmington and Richmond, I came to Washington via Acquia Creek, and per steamer on the Potomac from there. In Washington, at a party at the house of Mr. Bailey, editor of the newspaper *National Era*, I met some distinguished anti-slavery men (Free Soilers). Among them were Senators Chase, of Ohio, and John P. Hale, of New Hampshire, and some prominent women in the ranks of the abolitionists. In the Senate at that time were Jefferson Davis, Sam Houston, Stephen A. Douglass, Hannibal Hamlin, Lewis Cass, John P. Hale, Seward, Chase and Sumner—Whigs, Democrats and Free Soilers. No one of the sixty-two members of that Senate is now living. From Washington I came to New York.

"I also had my regular trips through New York State, and some portions of the West. The old Hudson River Railroad would carry me to Albany, and the New York Central over to Buffalo. Then I would come home on the Erie, thus taking in a new section of the country. I always went out with an expectation of making sales, and pleasantly recollect the fact that I brought home my share of the business.

"You see, in those days there was something else to attend to beside the mere selling of goods. We had no commercial agencies to establish ratings; no credit men, whose sole business was to keep informed as to the financial standing of customers. The salesman on the road had to look after all that; it was his province to decide to whom to sell, and to see that the house got its money. I have in my possession to-day the diaries I kept in those days, showing not only all the facts I could glean about each customer, but the size and population of the town, its importance as a business centre, and anything else that could throw light on the situation."

In the course of the conversation Mr. Sargent had searched the inner recesses of his desk, and brought to light several documents that he had not thought of for years, but which the preceding remarks had recalled.

One of these was one of the small memorandum books referred to above. Another was the transcript of his bill of expenses for the period running from May 13 to August 13, 1854

The latter was upon a single sheet of the old-fashioned blue ledger paper, the entries being in black ink, and standing out as clear and distinct as if written but yesterday. One curious thing was noted—that Mr. Sargent's handwriting had remained unchanged through a period of forty six years.

A few figures as to expenses, railroad fares, and the salary paid an expert salesman, may be collated from this old sheet as an indication of the changes that have occurred in these passing years. This trip of three months covered a great deal of territory. He left New York for Norfolk, Va; then on to Petersburg, Baltimore, Washington, Wheeling, Columbus, Cincinnati, Louisville, Lexington, St. Louis, Keokuk, St. Paul, Milwaukee, Chicago, Detroit, Toledo, Cleveland, Buffalo, Toronto, and thence on home to New York. A great many smaller towns and cities between or near to those above mentioned were also visited. The total expense of this trip, which included hotel bills and railroad and steamboat fares, was $291.70, to which these figures for extras in three months must be added:

Postage and stationrey	$1.50
Cartage of samples	2 00
Business cards	1.75
	$5.25

Two other entries are of especial interest. They show that board in New York cost Mr. Sargent $4 per week,

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and that he was in receipt of a salary of $800 per year, payable semi-annually.

The railroad fare from New York to Norfolk was $8 50; Louisville to St. Louis, $8; Milwaukee to Chicago, $3; Chicago to Detroit, $7.25; Detroit to Toledo, $3; Toledo to Cleveland, $3; Cleveland to Buffalo, $2.75.

The memorandum book referred to above is an interesting document.

In that Mr. Sargent set down the information he gleaned in each town as to the Hardware merchants, their financial standing, promptness of payment, trustworthiness—which in this case literally meant worthy of trust—methods of buying, etc. The comments were decidedly terse; sometimes a little sharp, and always lucid and positive. The book is sufficient evidence that its maker's later success in a business way was not a matter of chance.

Pinned to the cover was the business card, which the young man carried with him.

The comments in this little book make interesting reading, in view of the changes that have occurred in the almost fifty years that have passed between that day and this. Here are some of them:

Poughkeepsie, N. Y.

Allen & Storm; formerly Jos. E. Allen, Storm with Sears Adriance & Platt, N. Y., until last April. Are making money and considered first rate.

Storm & Uhl: Old, slow, and sure. Good for all they will buy. Storm is grandfather of Allen's partner above.

Albany, N. Y.

Roswell Steele: good for all the Horse and Curry Cards and Combs he will buy, and some more that he probably will not buy.

Utica, N. Y.

Thomas Foster; Doing first-rate business. Store looks well. Prime man, and anybody would be glad to sell to him.

Dana & Co.: Stiff enough. Mr. D. is of the firm of Dana & Maynard, lock makers.

Rome, N. Y.

Harman Emerson: A young man, active and industrious. Store looks well, and businesslike. He has recently built a dwelling house, and is considered in good circumstances.

It will be noted that a well-kept store made an impression upon Mr. Sargent. That fact is mentioned very often in this record. He also made a point of finding out where people bought their goods, when they were not customers of his. Many of these names suggest men well-known in the trade to-day, like those which follow:

Syracuse, N. Y.

Murphy, McCarthy & Co.: Apparently the busiest and one of the most prosperous houses in Syracuse. Murphy formerly clerk in Syracuse. They give no notes, but willing to pay a bill when due.

Buffalo, N. Y.

Pratt & Co.: The largest Hardware house in this country, with perhaps one or two exceptions. $400,000 capital invested. Sold $1,250,000 worth last year.

Sidney Shepard & Co. (no comment).

De Witt C. Weed (no comment).

Chicago, Ill.

Edwin Hunt, branch of New York store: Is supposed to be doing good business. Has some country trade. Buys through his agent in New York, where his responsibility is known.

These quotations are characteristic of the entire memorandum book, and are sufficient to illustrate the thoroughness of his methods and the plan pursued in those days.

Some of Mr. Sargent's comments on the cities he visited are entertaining, and a comparison of his conclusions with the conditions of to-day will measure his qualities of prophecy.

Of St. Paul, Minn., he said: "Population, 5000. Excellent point for business. Head of steamboat navigation of the Mississippi. Has gone ahead rather too fast recently, and there may be a reaction."

Milwaukee, Wis.: "Is a very favorable point for trade, and a fine location for a city—high, uneven and airy. Is in a prosperous and flourishing condition, steadily and surely going ahead. Population nearly 35,000."

Of Chicago, unfortunately, he makes no comment or prophecy.

Alton, Ill.: "Is too near St. Louis to become much larger than at present." Peoria, Ill.: "Population of about 11,000; which will not stop inside of 20,000." Quincy, Ill.: "An old place, and the prettiest town or city on the river. It is settled mostly by Eastern people and shows its origin." Keokuk, Ia: "A beautiful, rich, and fertile prairie country around it, comprising some of that land which the Lord is said to have finished." Davenport, Ia.: "A mushroom town. Bound to become quite an important point. Land held at St. Louis prices." Galena, Ill.: "Is a rich, active and enterprising place, but an ill-looking and unhealthy city."

Coming again East, we find these comments: "Schenectady, N. Y., population 9000. Will always be in the 9 hole." Utica, N. Y.: "Is old and rather wealthy, and hence slow." Rome, N. Y.: "Doubled in four years. All men and women do their duty, and some must overdo." Watertown, N. Y.: "One of the finest and smartest towns that Uncle Sam owns." Lockport, N. Y.: "Will never 'bust its biler.'" Ithaca, N. Y.: "Has been in *statu quo* about ten years, and will be about the same for ten years."

Here are a few disconnected and pithy comments from the same source—towns and business houses being here left unmentioned: "Good, clever, keen, honest Yorkers. Slow, but rapid enough for this snail-paced town." "Mr. C. is slow and not very capacious," "Knows what he is about, but doubtful if he ever knows much more than at present. He doesn't know Young America." "Will never set Erie Canal in a blaze." "A close business man, industrious and careful. Looks out for the half cents." "Moderate, and very amiable." "Old and stiff; buys of R. & E. Mfg. Co., and cannot be choked off." "Mr. K. is as sociable as an oyster; very affable and courteous—over the left." "Is not much of a business man, but may have made as much out of his recent failure as anyone." "Gets a good living, and that is something." "Have a large stock on hand, partly in consequence of their Spring goods not arriving until after the trade was over—a general complaint in this county" (This was in Chicago).

Mr. Sargent discontinued traveling in 1855. His firm broadened out in its scope and character very rapidly and he was needed at home. The later history of his house is so well known that it need not be followed here.—*Hardware Dealers Magazine for April.*

Grand American Handicap, 1900.

This was won by the Union Metallic Cartridge Co.'s Machine Loaded Shells. Note these figures taken from official record.

Number of shooters facing traps		211
Number of shooters using U. M. C. Shells	118	
Number of shooters using shells made by 6 other manuf'rs.	93	211
Number of shooters making straight scores		8

Of this number 7 used U. M. C. shells, winning $2,113.75.

Comments are hardly necessary. Ask for U. M. C. Machine Loaded Shells and send for list.

Bridgeport, Conn. THE UNION METALLIC CARTRIDGE CO.

To have an invention protected all over the world it is necessary to take out sixty-four patents in as many different countries, the estimated cost of which is about $17,500.

Another Reminiscence.—Mrs. W.: "Before we were married you said I was the only woman in the world." Mr. W.: "Yes; and I must have believed it."—*Ex.*

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Advertisers' Corner.

Let your show windows do night work; it is the best and cheapest working force you can secure.—*Music Trade Review.*

Business literature is a solicitor of business, and should be well dressed. So presented, it secures attention which would not be accorded otherwise.—*Printers' Ink.*

The Woman: Can you match this piece of ribbon?
The Man: No, lady. You may remember it was one of the matchless bargains we ran last Monday.—*Rhode Island Advertiser.*

Don't forget that half the success in the mail-order business is to have a good man to answer the man who answers your ad. or you won't get an answer to your answer. —*Boyce's Hustler.*

There is no possible way of making advertising too plain. The plainest kind of plain language doesn't seem to be strong enough to penetrate the intelligence of a great many eaders.—*Stoves and Hardware Reporter.*

The ethics of successful advertising may be stated in hese few words: The continuous making of promises, writing these promises in such a style and placing them in such positions that they will be read—and lastly, keeping the promises!—Frederick D. Hull, *in Pittsfield (Mass.) Call.*

An ad. ought, above all things, to be natural. It ought to sound as if somebody were talking. There should be no apparent effort to be colloquial. It is better to be stiff than to be colloquial awkwardly. If you can't be easy in your advertising, don't try. If it isn't natural for you, don't try it.—*Texas Publicity.*

If advertisements are not read it is the fault of the advertisers. They must be made interesting. Brains pays as well in the advertising columns as on the editorial page. The lack of judgment and knowledge in the advertising columns is why so many ads. fail to attract attention and draw trade. Farm your space diligently, carefully, thoughtfully. Make it pay you.—*Merchants' Gazette.*

Illinois has a law forbidding the use of the American flag for advertising purposes. This law the supreme court of Illinois has pronounced unconstitutional as an unreasonable interference with personal liberty, and one not warranted by the police power of the State. As to the sentiment involved, the court holds that a dignified and proper treatment of the flag must be left to be enforced by public opinion.—*Bowling Green (O.) Sentinel.*

The newspapers of larger cities are a veritable mine of hints for the local retailer, if he will read them carefully and use their contents intelligently. There are hundreds of apt phrases and tricks of expression which serve to brighten up the advertising and make it interesting. There are arguments that the retailer himself would not think of. All these are good material for the advertiser to study and to use when they are appropriate.—*St. Louis (Mo.) Grocer.*

Good display can be obtained with two or three styles of type. More than this number should seldom be used. Good, strong headlines, with plain body matter, make good display. White space sets off an advertisement much better when it is all in one or two places than it does when scattered helter skelter among a number of lines of different-sized type. Headlines which are set with capitals and small letters are usually more attractive and easier to read than those set entirely with capitals.—*Iron Age.*

The "short cut" is distinctively a nineteenth century invention. Among the latest are schools for advertising experts. Given a clerk or farmer's boy, or a fairly intelligent hod carrier, some of these new institutions will agree to transform him, by a peculiar occult metamorphosis, into a fully competent advertising genius, versed in all the rules and lore of the art, and fit to handle any sort of publicity proposition, from a simple four-inch single-column retail ad. to a hundred thousand dollar patent medicine appropriation. Natural ability, education and previous occupation are small factors so long as the aspirant has the requisite tuition fee. The latter is the only important item. Let him have that and he will be welcomed with open arms, conducted to the hopper of the marvelous advertising expert machine and started on his way through it, to come out a fully accredited ad. writer or manager, skilled in all the ways of the craft.—*Ad. Sense.*

Imports of Manufacturers' Materials.

The manufacturers of the United States are the most active among our importers at the present time. In the month of February, the details of whose commerce have just been presented by the Treasury Bureau of Statistics, manufacturers' materials amounted to almost one-half of the total importations, if we include under this term the importations classified by the Bureau of Statistics as "articles wholly or partially manufactured for use in the manufactures and mechanic arts." The total importations in the month of February were $68,774,150. Of this amount $25,936,601, or 37.71 per cent. was classified by the Bureau of Statistics as "articles in a crude condition which enter into the various processes of domestic industry," which of course entitles all of these to be classified as "manufacturers' materials." Following this comes another group of $6,732,437, which the Bureau classifies as "articles wholly or partially manufactured for use in the manufactures and mechanic arts," which it seems to be proper to also classify as "manufacturers' materials." This gives a total, therefore, of manufacturers' materials amounting to $32,669,038, or 47½ per cent. of the total importations. Thus it may properly be said that practically one-half of the foreign productions coming into the United States at the present time are for use in the factories of the United States. To this may be added another statement that another quarter, practically, of the importations coming into the United States are articles of food, most of which cannot be produced in the United States in sufficient quantity for the use of its population, the February importations of "articles of food and live animals" having amounted to $16,254,153, or 23.63 per cent. of the imports for that month.

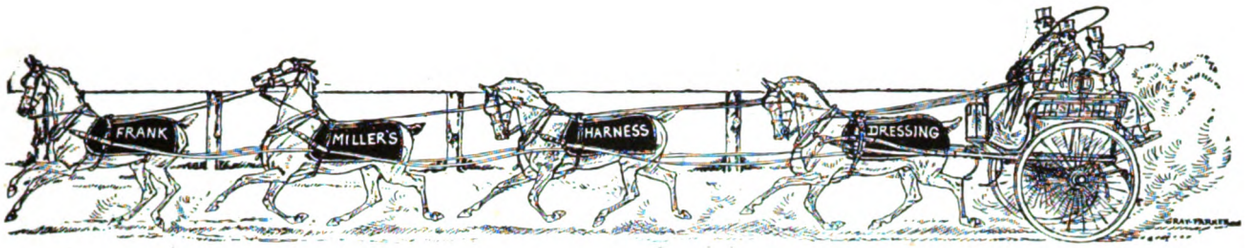
Taking the eight months ending with February, it is found that articles of food formed 25.15 per cent. of the total imports; manufacturers' materials, including the two classes above named—articles in a crude condition and articles wholly or partially manufactured for use in the mechanic arts—amounted to 45.62 per cent.

Thus, while importations have materially increased, it may be said of them that practically one-half are materials for use in the factory, one-fourth for food, and the other quarter manufactures and luxuries.

Awful!—Old lady: "I hope my next joint will be better cut than what you have brought lately." Butcher boy: "Oh, yes, mum; joints will be prime, 'cos master says he's going to kill hisself next week!" Old lady: "My goodness, boy!"—*Ex.*

An inmate of a lunatic asylum was visited by a relative, who asked if the clock in the room was right. "If it had been all right do you think it would have been here?" was the unexpected reply.—*Ex.*

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OLDEST. **ESTABLISHED 1838.** **LARGEST.**

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY; AND THE QUALITY THE BEST.

IT PAYS EVERY DEALER TO HANDLE; AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.
Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.
Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.

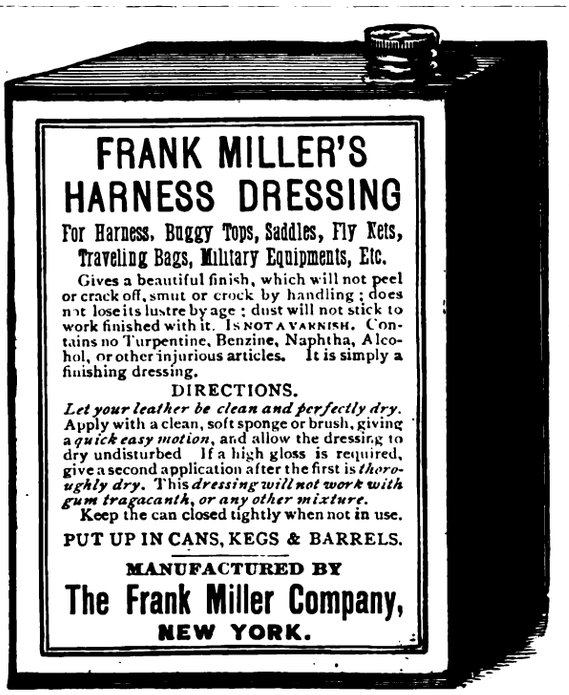


HARNESS COMPOSITION.
Cleans, Oils, Finishes.

FRANK MILLER'S

HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of Harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade.

Manufactured by

HIGHEST AWARDS
WORLD'S FAIR, 1893



IXL HARNESS OIL.
Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.
Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.
Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish which will not soil the hands or gloves.

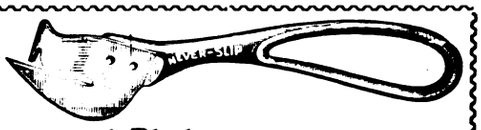
The FRANK MILLER COMPANY.

EUROPEAN OFFICE—
Tower Chambers, Moorgate,
LONDON E.C.

OFFICE AND FACTORY—
349 and 351 West 26th St.,
NEW YORK, U.S.A.

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There is Only One **"Never Slip" and "King" Can Opener**



Buy the Genuine, with Cast Steel, Oil Tempered Blades.



THE BROWNE & DOWD MFG. CO., Meriden, Conn.

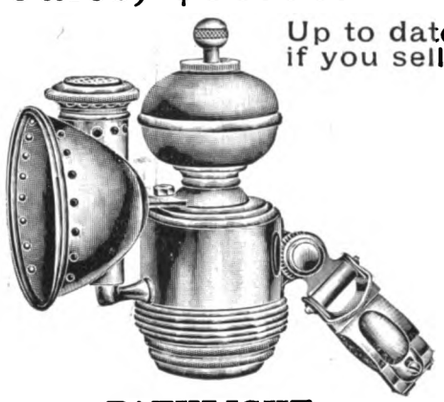
WRITE FOR PRICES. Sole Manufacturers.

BICYCLES AND SUNDRIES.

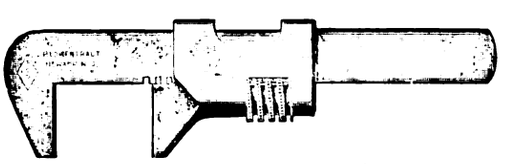
Gales, $35.00. - Duane, $25.00. - Leader, $20.00.

Up to date. Handsome and Reliable. Will make you money if you sell them. Will give you satisfaction if you ride them.

WRITE FOR CATALOGUE AND TERMS.

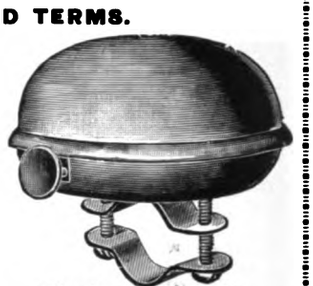


PATHLIGHT.
Acetylene Gas Lamp. Regulates itself.
Price $3.50.



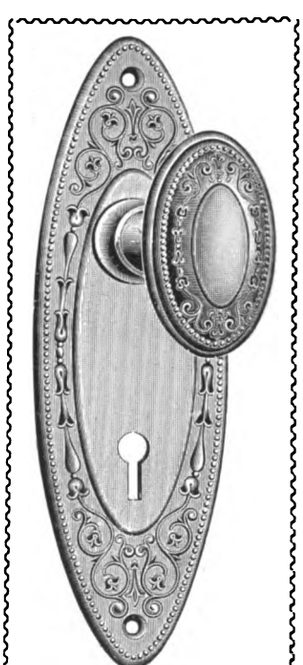
Selling Agents for
STANDARD BICYCLE WRENCHES.
A full line, from cheapest to best. Attractive styles.

Sundries of every style at lowest market rates.



Silvertown Bicycle Bells.
Continuous and electric. Fully guaranteed. Tone equal to the highest priced. Finely finished. Prices interesting.

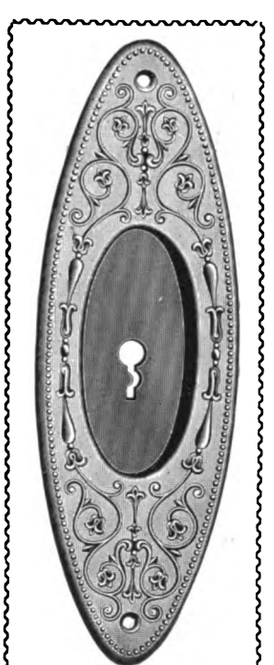
Schoverling, Daly & Gales, 302 and 304 BROADWAY, ... NEW YORK.



KNOB No. 981. ESCUTCHEON No. 935.

ALDEN DESIGN.

REAL BRONZE
WROUGHT
METAL.
FINISH No. 11.

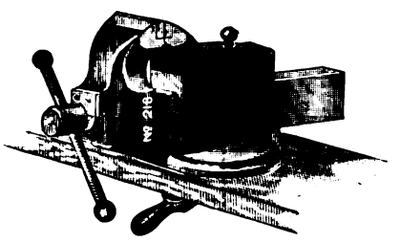


ESCUTCHEON No. 975.

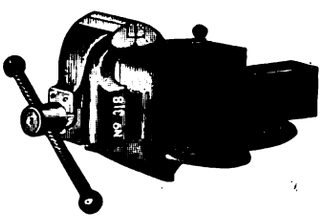
RUSSELL & ERWIN MANUFACTURING CO.

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

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VISES



The wellknown and reliable

Parker Vises

are used in all countries and for all purposes where such a tool is required. We make them for the Machinist, Blacksmith, Plumber, Carriage Maker, Carpenter and Jeweler.

36 Styles. 120 Sizes. No shop complete without a Parker Vise. Send for Catalogue.

WOOD SCREWS.

We make a full line of Steel and Brass Wood Screws under the Brand of The United States Screw Co.



These goods are made of the best material obtainable; are manufactured by the latest improved machinery and are in every way desirable.

THE PARKER GUN.

Celebrated for its excellent qualities and Shooting Record.



Thousands of the Parker Guns are now in use by all classes of Sportsmen. Many of the best records at the Traps have been made with this reliable Gun. Made like a watch; every part as near perfection as it is possible to attain. If interested in Field Sports do not fail to examine the *PARKER* before purchasing.

COFFEE MILLS.

After more than 60 years experience in the manufacture of Coffee Mills we claim the most complete line of desirable goods in the market. Box, Side, and Store Mills in great variety. We are sole manufacturers of the *BALL BEARING MILLS,* the easiest running, best grinding Mill in the market. Covered by Letters Patent.



THE CHARLES PARKER CO.

New York Salesrooms:

96 CHAMBERS ST.

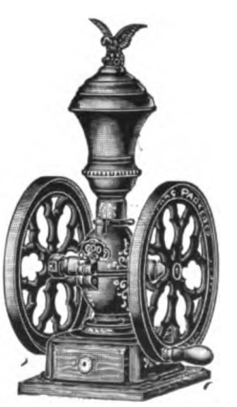
After MAY 1st:

32 WARREN ST.

N. E. Corner Church St.

FACTORIES:

MERIDEN, CONN.



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THE Press Work of this issue of "HARDWARE" was done by

HOLT BROTHERS,

(INCORPORATED)

HOWARD M. NESMITH, Pres't.

17-27 Vandewater St., NEW YORK CITY.

Our Specialties . . . are

Composition and Press Work on Book, Catalogue, Magazine, and Commercial Work. . . .

PRESS WORK FOR THE TRADE.

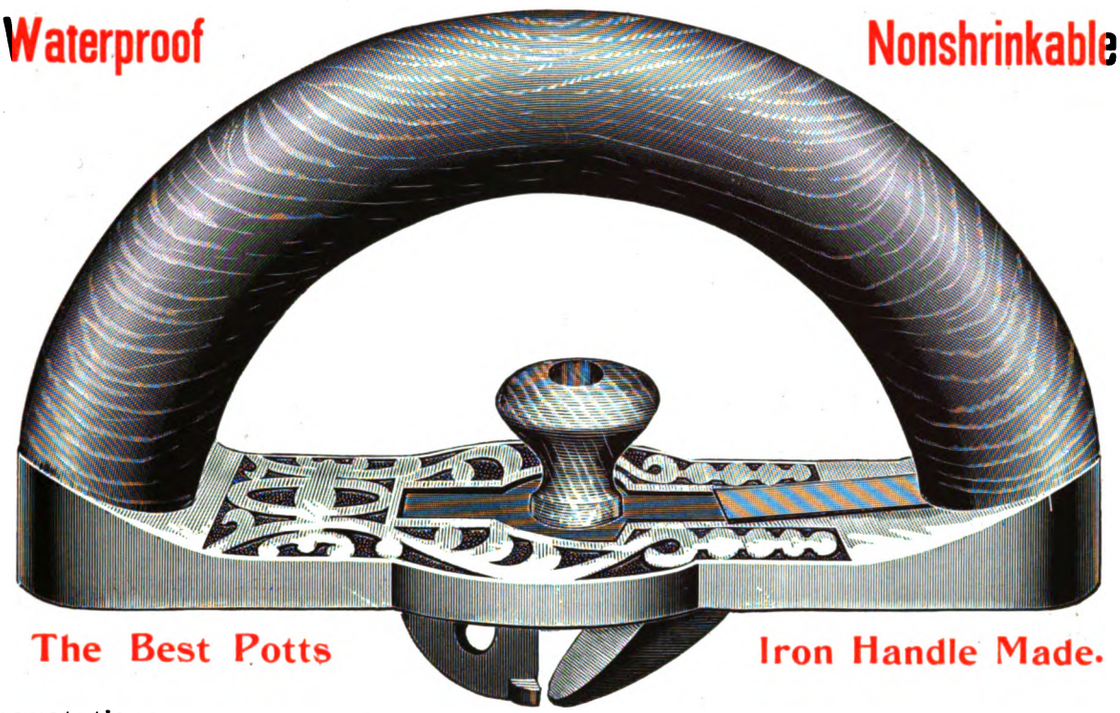
TELEPHONE, 1350 JOHN.

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NEW POTTS IRON HANDLE

FIREPROOF

Waterproof Nonshrinkable

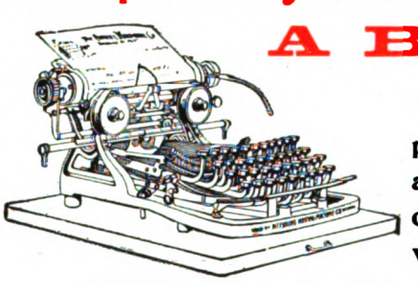


The Best Potts Iron Handle Made.

For quotations please address **BLESS & DRAKE, Newark, N. J.**



Simple as your . . . A B C's



To become proficient as an operator on this typewriter.

Pittsburgh Visible Typewriter.

ON account of its non-complicated construction, being so built as to see its workings immediately. It presents itself to learners as the model of simplicity, and to experienced operators as the acme of perfection.

Worth More Than Others. **$75.00** Costs Less Than Others.

For professional and business men who do their own Typewriting it would prove invaluable.

BINDLEY HARDWARE COMPANY,

SELLING AGENTS FOR THE UNITED STATES,

7th Ave. and New Grant St., PITTSBURGH, PA.

AGENTS WANTED.

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Anvils Have Known Little Change.

An article on "Anvils," written by W. B. Patterson for the Pittsburgh *Dispatch*, sets forth the claim that 80 per cent. of the anvils used by the American blacksmiths are those turned out in Liverpool and stamped "Peter Wright." Pittsburgh capital is considering the question of establishing a factory to produce anvils of wrought iron. Mr. Patterson goes into anvil history, of which we make the following extract:

"Only three concerns in this country make any endeavor to capture the home trade, and their work is to-day that of a missionary nature—for the American smith is skeptical when praise is given to any anvil other than that conceived by the English manufacturer. Peter Wright's anvil is the standard throughout the world. Its prestige has been maintained for generations. The son of a blacksmith follows heredity and swears by 'Peter Wright,' much in the same manner as the son of a stanch Whig clings to Republican principles and scoffs at innovations.

"Anvils and Wagnerian music are in the same category. You can tell both by their 'ring.' You could no more deceive a blacksmith with a modern anvil than you could a lover of Wagner's compositions with the melodies of Stephen Foster.

ANVILS NEVER CHANGE.

"Anvils have been immediately associated with the progress made in the industrial arts, but the anvil itself remains unchanged; the style of to-day is that which was in vogue half a century ago. Longfellow's smithy used a Peter Wright anvil, and in one of Emerson's essays you will find distinct references to the standard output of the old Englishman who died many years ago, but whose name still lives among the horseshoers and tinkers of many a village shop.

"When the writer learned that Great Britain monopolized that trade, he wished to assure himself that Pittsburgh (not America) was able to go the British 'one better' and manufacture a product of this kind that would stand a more thorough test and sell for one half of the Peter Wright price. These questions were put to James H. Baker, of this city, the other day. Baker began life as a blacksmith in the mountains of West Virginia, and has been engaged in the iron industry ever since, having organized and brought to a successful standing the forge company of Ellwood City, and the chain works of Allegheny, each one of which bears his name.

"'What do you know of anvils?' was asked. 'Can't Pittsburgh brains compete with those of England and put forth a better, cheaper and more up-to-date anvil?'

"'I believe so,' he said. 'The American trade is supplied and has been for years, by the Peter Wright anvil. There are only three establishments in this country where they are manufactured, but not in large quantities. Nevertheless, I believe American enterprise can easily triumph over the British product, despite the fact that a vast amount of missionary work will have to be done.

"'We were told a few years ago that we could not make tinplate in the United States against Wales. This was also the case with tool steel, chains, cutlery, ships, guns and other lines in which the English were supreme at one time. Some people even voiced the belief that we were not able to master Spain. I am of the opinion, though, that anvils will be made in this country by modern methods and at a price at least one-half of that of to-day, and that they will be superior to any that are now upon the market. A few years hence, I think, will find us with a big export trade in this very line. The steps leading to a reduction in the cost of making anvils are obvious to the man versed in the art of forging. For, let me say, forging is an art, and Tubal Cain was not the least in the line of men who have wrought for the world's advancement.

HOW THEY ARE NOW MADE.

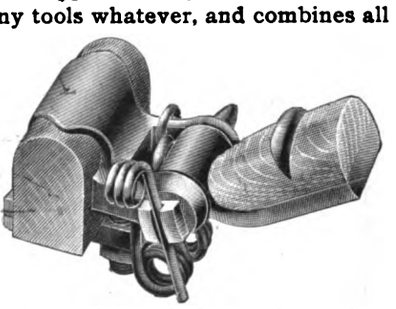
"'Just here it is pertinent to state that the anvil meant is that of the blacksmith. These were formerly made by welding a piece to the main part, or body, for each projection, such as the horn, and the toes at the base. They are now made in three or four pieces—the base, or lower half, next the top part, having the horn at one end and a projection at the other, where a hole is placed. Then the steel is welded on the face, and, lastly, the two main parts are welded at the part known as the waist. In England it is the practice to weld the steel on in two pieces. That is, if the face has to be 12 inches long, then the two pieces of steel are each 6 inches long. In this country only one piece is used for the face, Then the anvil is ground, hardened and ground again, painted and the canvas sewed around it. Then it is ready for sale. Besides the hole or holes in the face of the anvil, put there to hold small tools, anvils have a blind hole in each end at about the center, and one in the bottom, placed there for the convenience of handling. If you go to buy one to-day you will find that the face of one of a general given weight is 4⅜ inches wide, and another 4¼ inches wide, while another will be 4½ inches wide. Again, as to weight, they vary equally as much. This alone would condemn present methods of making or, in other words, show them to be hand made. When they are made by machinery a given size will weigh practically the same.

THE RING AN IMPORTANT FACTOR.

"'It need not be said that cheap manufacturing and uniformity of sizes go hand in hand. This reasoning explains in a small way why armor plate is so many times higher than steel rails, even allowing for the difference in the quality of the steel. When the faces and horns of anvils of a given size are uniform then it will be possible to sell cheaply many useful tools which will fit to them Again, the ring of an anvil is an important factor, however much you may call a man a crank for demanding it. The heavy Hardware trade of this country knows too much to put money into anvils that will not ring. A good deal of money and energy has been spent making cast iron anvils with steel faces, and some commendable work has been the result; but the lack of a right ring literally, showed that they did not have the right ring figuratively.'"

Eclipse Shaft Coupler.

The Eclipse shaft coupler, shown herewith, is being placed on the market by Jno. W. Bell & Co., of Mercer, Pa. This device consists of a steel bolt of special pattern, and a wire spring which acts as an anti-rattler and also holds the bolt securely in place. The springs are made of a superior quality of tempered steel wire, retinned. This coupler may be applied to any vehicle, new or old, without the use of any tools whatever, and combines all the advantages of a quick-shifting shaft coupler and an improved anti-rattler. The spring and bolt are interlocking and make it absolutely secure. They are designed to be marketed at a low price, which, with their advantages as a quick-shifter, and their adaptability make good strong talking points, and they afford both the jobber and retailer a fair margin of profit. The manufacturers state they will be glad to mail a sample pair to any one interested upon receipt of twenty-five cents.



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Recent Trade Publications.

SCHNEIDER & TRENKAMP CO., Cleveland and Chicago. 1900 catalogue of Reliable Gas Stoves and Ranges made by this company. It is a 100-page pamphlet catalogue printed on coated paper, handsomely illustrated throughout with wood cuts and half tones, showing in all their artistic elegance the superb line of gas ranges with which the name of this company has been associated for many years, which includes in the assortment gas stoves and ranges, combination coal and gas ranges, gas heating stoves, radiators, parlor grates, hot plates and laundry stoves, together with paint burners, kitchen boiler heaters and instantaneous water heaters. The descriptions are thorough and complete throughout, list prices are given on everything shown, and altogether it is an extremely complete and welcome catalogue to the dealer handling such goods. Included with the above we also received a catalogue of similar size, covering 100 pages, illustrating and describing their line of Reliable vapor stoves and Blue Flame oil cooks. This is similar in artistic elegance to the catalogue previously mentioned, but refers entirely to this special line of goods, which is already a large and extended line, covering as it does vapor stoves and ranges, steel ranges, combined coal and gas ranges, Blue Flame oil cook stoves, oil heaters, gas heating stoves, radiators and parlor grates, hot plates and laundry stoves, paint burners, etc. Included in the assortment are tinners' and plumbers' furnaces, vapor and oil torches and vapor and gas ovens with burners of every description. This catalogue is complete in connection with this line of important goods, giving as it does a telegraph code covering every portion of it, and showing in great variety the separate appliances called for in connection with the same. The above company have also issued a 12-page booklet in very attractive style, of envelope size, designed to be distributed by their customers undoubtedly, showing a large number of their specialties, attachments and appliances, such as instantaneous pressure water heaters, water heater stands, brackets and spray, which are used in connection with their Reliable gas ranges and kitchen boiler heaters, all of which are illustrated in this booklet, and described in a manner readily understood.

DANGLER STOVE & MFG. CO., Cleveland, Ohio. 1900 catalogue of the Gem Wick and Wickless Blue Flame Oil Stoves. Sixteen-page catalogue, with fine half-tones, and printed on coated paper, devoted entirely to the display of these goods, which are shown in all the various combinations in which they are sold, including the three, two and one burner, with and without oven, and in both the low and high shape and design. Included in the catalogue is also a list of parts of the stoves here illustrated, giving prices for every particular item used in construction, so that repairs may, if necessary, be readily accomplished. In the same connection is their 1900 catalogue of High-Grade vapor stoves, ranges and specialties. Twenty-four-page catalogue similar to the above mentioned, and covering in its contents this large line of goods, which is meeting with great success throughout the country. These goods are very handsomely shown by the aid of half-tone illustrations, covering the various combinations formed by adding ovens, etc., wherever necessary, and with and without ornamental nickel base and other adornments, from the perfectly plain up to the highest and latest styles. Included in the assortment is a large line of Junior stoves, similar in operation, plainer and less ornamental in style; also a line of furnaces and torches for plumbers' and tinners' use, for which there is more or less demand throughout the country.

TORRENT PUMP CO., Cleveland, Ohio. Pamphlet catalogue, covering their line of purifying pumps, chain pumps, water drawers, suction pumps, wood force pumps, well buckets, pitcher spout pumps, etc. These are shown in large variety. Included in the contents are a few of the specialties for which they are noted, including the "Acme" riveter, Wadsworth's sprayer, thresher tank pumps, etc.

Andrew Carnegie's Fortune.

The accumulation of a great fortune through industrial enterprises, as stated in the *Engineering and Mining Journal*, requires genius, opportunity, hard work and sacrifices of various kinds. The genius may be that of invention or that of administration—more frequently the latter, considered as including the faculties of recognizing business conditions; of wiseiy choosing localities and methods; of knowing when loss exists or is threatened; of acting with wisdom and courage for the protection of business interests, and of dealing successfully with men. These gifts may be exercised unscrupulously, no doubt; yet it is certain that in the long run honesty pays, though honesty alone, without capacity, is not a sufficient basis for success. And nothing is more wicked and silly than to assume that success implies dishonesty. In fact, great wealth is never gained in industrial enterprises without conferring still greater benefits upon the community. We will take as a text for further comment the fortune of Andrew Carnegie.

Mr. Carnegie began without means. He gained his opportunity by winning, as an humble subordinate, the appreciation and confidence of his employers. Opportunity almost always comes through the favor of somebody, and to earn such favor by thinking of one's duties rather than one's rights, and by giving more than one receives, is a factor of success in life which will remain omnipotent under any form of social organization.

Moreover, Mr. Carnegie had the advantage of learning the business system of the Pennsylvania Railroad, one of the most thorough and wise ever organized; and, in other spheres, he carried into effect with suitable modifications in application the principles of that system.

Of these, perhaps the most important are the employment and liberal remuneration of the best technical and administrative talent, the bold adoption of new improvements, the enforcement of a strict responsibility, coupled with a just appreciation of service and its reward according to merit, and the maintenance of a vigilant supervision, securing such justice to every employee, from top to bottom of the vast system.

The first and second of these principles are illustrated in the history of the great Carnegie steelmaking enterprises by a long list of illustrious technical inventors, advisers and directors, whose ability has been promptly recognized, liberally rewarded and effectively employed by the business management, and by a corresponding list of new improvements, which have been introduced at the cost of millions of dollars for installation and experiment, and the further cost of millions, represented in the abandonment of old machines and plants, not yet outworn, and still deemed "good enough" by business competitors. These courageous expenditures and sacrifices have kept the Carnegie establishments "at the head of the procession," enabling them to realize a profit or avoid a loss at times when other concerns could not do so.

But it is to the other principles mentioned above—namely, the maintenance of a strict responsibility, based upon an unremitting and thorough inspection, that we wish to call special attention. For it is at this point that great industrial enterprises usually break down. Up to a certain degree the successful business manager carries much of his business "in his own head;" forms his judgments of employees from personal acquaintance with them, and, while he has learned the necessity of purely commercial book-keeping, does not realize that technical book-keeping is equally important. When he "loses his grip"

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on the larger operations he is not ready to pay for the organized system which must then supplant individual knowledge, what it is really worth. He may require technical reports from his superintendents and foremen, but he does not comprehend the importance of the daily compilation and study of such data by separate officials.

Some years ago, when the Carnegie establishments were making about 2000 tons of steel a day, the writer had occasion to learn something of their auditing department and found that this department comprised, besides its general director, a large force of clerks who had nothing else to do than to receive, scrutinize and tabulate the daily returns from every part of the business. If a single furnace turned out on a given day a smaller product than was expected from the amount of raw material charged to it that fact was instantly noted and investigated until its cause had been ascertained. Specially good work was similarly noted and the credit due to it was located, and every day a detailed statement of the whole technical work of the day before was tabulated.

Now, in a general way, and after a fashion, this sort of thing is done, or supposed to be done, in all large manufacturing establishments. But, as a general rule, the necessary statistics are furnished by the men who do the work and who are not specially interested in exposing its little temporary shortcomings. Their indifference is due to two chief causes. In the first place they are fatigued with the daily work and in no condition to give fresh vigor to the compilation of statistics, which they accordingly make up, if at all, in a perfunctory and general way. In the second place they know, too often, that there is at the central office to which they report nobody who regularly and continuously scrutinizes their reports. Once in a while, when inventories are taken and balance sheets prepared, they may be called to account for the general result of their work. If it shows a profit they will be congratulated, if it shows a loss they will very likely be blamed; though in the one case the profit may be much smaller than, with better management, it would have been, and in the other case the loss may be much smaller than, without their anxious and skillful labors, it would have been. The traditional maxim of employers has been, "We want results, not explanations;" its application has often injured the reputation, while it discouraged the ambition, of the ablest and most devoted professional experts. In short, an elaborate system of technical reports and bookkeeping is of little use, unless it be operated by a special corps, which has nothing else to do, and which does that one thing thoroughly.

At that time the chief of the auditing department of the Carnegie business was paid a certain percentage on the total business done, and his remuneration for the previous year had been $80,000 His chief clerk received a large salary ($5,000) and the rest of the clerical force was liberally paid. Probably more than $100,000 a year was thus spent upon a department which produced nothing, but merely scrutinized and criticized. At that time the market was not very good, prices and margins were low, and many concerns were barely covering expenses. But Mr Carnegie estimated that the auditing department of his business was saving by its vigilance $3 per ton on the steel manufactured and this amount represented all, or more than all, the profit of the business. Indeed, such a saving on the cost of a ton of product was more than the largest profit dreamed of by manufacturers generally. In this particular case it would be over $2,000,000 a year.

At that time probably no other great concerns outside of the railroad companies had ventured upon so elaborate and expensive a system of technical accounts. Many no doubt have since adopted such systems, and all the great industrial combinations must do so or fail.

In conclusion, it only remains to say that a man or concern realizing a profit in this way, and without reducing the wages of workmen or enhancing the price of products, is honestly entitled to that profit, whether it be one million or many, and to the thanks of the community besides For the accumulation of wealth by the prevention of waste is a benefit to all and an injury to none.

The Oldest Wheel in the World.

Every orthodox wheelwright knows that the earliest vehicles on record were those which Pharaoh misguidedly drove into the Red Sea. Even John Taylor, the first and most formidable foe to all wheeled contrivances, in his bitter arraignment of the early hackney coaches of Queen Elizabeth's time was constrained to make this puritanical concession to Bible lore: "'Tis to be supposed how Pharaoh's chariots that were drowned in ye Red Sea, were no other things in shape & fashion, then our Coaches be in this time, and what sore pitty is it, that ye makers and memories of them had not been obliviously swallowed in that Egyptian downfall?"

For a wonder the most learned archæologists, as well as the devoutest of theologians, are inclined to agree with the simple wheelwrights that the Egyptians were indeed the first men versed in the art of carriage making. Ezra Stratton, the author of the most exhaustive English book on the subject, thinks with Aristotle that the ancient Egyptians evolved their chariots from sledges, similar to the horse-drawn tepee poles of our North American Indians, by dragging them over solid rollers.

As it happens, a perfect specimen of an Egyptian hunting chariot is preserved in the Florentine museum, which proves that these early sculptured pictures are singularly correct in detail. A still more valuable piece of proof is the fragment of an early Egyptian war chariot found in a mummy pit at Dashour, which is now preserved among the most precious relics of the New York Historical Society.

It is a wheel two feet eleven inches high without and three feet three inches with its wooden tire. The hub, which is fourteen and a half inches long, five inches through the middle, and four and a half inches at the ends, has not the least appearance of ever having been burdened with an iron box, and the jagged pin ends look as though they had undergone many hard rubs from the linchpin (probably a wooden pin) while revolving around the axle tree. On the face of it it is quite clear that this particular ancient wheel rotated around its axle and not with it, as some learned archæologists would have us believe.—Edwin Emerson *in the Automobile Magazine.*

How a Letter May be Recalled.

Many times people would like to recall a letter after it has been mailed. This can be done, even if the letter has reached the post office at its destination. At every post office there are what is called "withdrawal blanks." On application they will be furnished, and when a deposit is made to cover the expense the postmaster will telegraph to the postmaster at the letter's destination asking that it be promptly returned. The applicant first signs this agreement: "It is hereby agreed that, if the letter is returned to me, I will protect you from any and all claims made against you for such return, and will fully indemnify you for any loss you may sustain by reason of such action. And I herewith deposit $— to cover all expenses incurred, and will deliver to you the envelope of the letter returned." In many cases persons have made remittances to fraudulent parties or irresponsible firms, not learning their true character until after the letter had gone, and have succeeded in recalling them. There is an instance where a Kansas City merchant had remitted a dishonest traveling man a draft for $175, and by means of a withdrawal rescued the draft just in time.—*Globe-Democrat.*

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Death of John Alling.

John Alling, one of the pioneer Chicago wholesale Hardware merchants, died of pneumonia at his home, No. 2207 Calumet Avenue, Chicago last Wednesday morning, aged seventy-two years, after an illness of two days. He was born at Madison, Ind., and was thirty-five years old when in 1863 he came to Chicago to engage in business. He formed a partnership with Robert Buchanan and the firm conducted a Hardware store at No. 47 Lake Street, the firm name being Buchanan, Alling & Co. Lake Street was then the principal retail street in the city. A year later Mr. Buchanan sold his interest in the business to John A. Markley, and the firm became Markley, Alling & Co. It remained unchanged until 1895, when it became John Alling & Co., and in 1898 Mr. Alling sold his business to Hibbard, Spencer, Bartlett & Co., retiring from active life at the same time. For many years prior to the final sale of his business Mr. Alling had ranked as the oldest Hardware man in Chicago. His business had grown from a small retail trade to one with both wholesale and retail branches of large importance.

Mr. Alling left three children. They are Miss Elizabeth C., Miss Cornelia P. and John Alling, Jr. All live at the family residence.

Automobile Postal Service.

As the main object of the Post-office Department is to provide for the safe and prompt transmission and delivery of mail matter, and as the officials who are entrusted with the administration of this important branch of the public service, as well as the legislators who provide for its maintenance, desire that it shall be constructed on strictly business principles, the different bureaus of the Department are constantly considering new inventions and devices which may prove of value, either by increasing the efficiency or diminishing the cost of the service.

The appearance on the streets of our cities of motor driven vehicles, and their employment by business establishments as delivery wagons, has suggested their use for the collection of mail from street letter boxes. The subject has been brought to the attention of the Department, not only by manufacturers and agents, who desire to further their own interests, but also by postmasters, who believe that this new departure in locomotion will aid them in solving one of the mast difficult problems which the free delivery service in large cities presents—that is, the improvement of the collection service by providing for more frequent collections of mail from street letter boxes, and for more prompt and rapid transmission to post-offices and stations. This service is now performed by letter carriers, and is costing the Government over four hundred thousand dollars ($400,000) annually for horse hire and contract wagon service, in addition to the salaries of the carriers.—First Assistant Postmaster Heath *in the Automobile Magazine.*

A Miraculous Boiler.

"Whenever I think of a boiler I saw over in Texas, the other day," said an insurance inspector, just back from a trip through the Lone Star State, "I feel an icy creeping about the roots of my hair. I found it on a hillside in a country town, but I am by no means certain it is still there. In fact, I wouldn't even bet on the hill being in the same place. The boiler was extremely old. It looked as if it might belong to the glacial period, and was totally devoid of indicators, gauges, or anything else to show the head of steam or quantity of water. The proprietor was a placid German, who told me he filled it every morning with a bucket. I asked him how he estimated the pressure, and he replied that he occasionally let off a little steam, and if it 'looked blue' he ceased to poke the fire. After I heard that explanation I hastily retired to the other side of the town, and didn't breathe easy until the train pulled out. The old boiler has been rocking along for the last ten years, and its presence on earth each consecutive day of that period is a full-blown, 18 karat miracle. It is a capital illustration of the deep depravity of inanimate things. If it was located in the heart of the city, where it could blow up a hundred or so human beings at one fell swoop, it would explode in less than five minutes by the watch. Out there, where the best it can do would be to mix up the Dutchman and the hill, it evidently doesn't consider the results worth the exertion. I think it must be waiting for a Sunday School picnic."—*New Orleans Picayune.*

In Favor of the Metric System.

While the propaganda for the adoption of the metric system of weights and measures have made much headway in this country within the decade, it would seem from recent consular reports that its progress here is not in keeping with the exigencies of foreign trade. England, we understand, says Bradstreets, has lost the Dutch market for iron and steel of certain makes to Germany, primarily because of the convenience in ordering goods of the Germans by the metric system—a standard of weights and measures that is fostered by the Germans and but little used by the British. And if England has been injured by its non-use, perhaps we have been, too. At any rate, the information contained in a report from the British consul at Amsterdam to the effect that the German manufacturers of iron and steel have adopted a uniform scale of dimensions based on the metric system, for articles of universal consumption at home and abroad, should not go unheeded by American manufacturers. Some of these articles, angle iron of all descriptions, for instance, and flanged boiler ends, are made of certain sizes, distinguished by simple marks and numbers. Thus German manufacturers are enabled not only to promise prompt shipments, but to make them.—*Ex.*

Josh Billings in "President's English."

A mule is a bad pun on a horse.

Wheat is a serial. I am glad of it.

A fib is a lie painted in water colors.

Ignorance is the wet nurse of prejudice.

Did you ever hear a very rich man sing?

We have made justice a luxury of civilization.

Wit without sense is a razor without a handle.

Old age increases us in wisdom—and in rheumatism.

Time is money, and many people pay their debts with it.

It is easier to be a harmless dove than a decent serpent.

Benevolence is the cream on the milk of human kindness.

Face all things; even adversity is polite to a man's face.

Beware of the man with half-shut eyes. He's not dreaming.

People of good sense are those whose opinions agree with ours.

It is little trouble to a graven image to be patient, even in fly time.

Half the discomfort of life is the result of getting tired ourselves.

Humor must fall out of a man's mouth like music out of a bobolink.

Necessity is the mother of invention, but Patent Right is the Father.

Pleasure is like treacle. Too much of it spoils the taste for everything.

Most men are like eggs, too full of themselves to hold anything else.

Passion always lowers a great man, but sometimes elevates a little one.

There are people who expect to escape hell because of the crowd going there.

Manner is a great deal more attractive than matter—especially in a monkey.

Adversity to a man is like training to a pugilist. It reduces him to his fighting weight.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bristol, Tenn.—The Barker Hardware Co. has been incorporated. The capital stock is placed at $50,000. The following are the incorporators: J. M. Barker, R. M. Crumley, M. B. Bushong, W. E. Lady, and J. P. Ferris. The firm has just moved into a large building erected for its use.

Cambridge, N. Y.—Gilbert Maxwell.

East Jordan, Mich.—The Bride Hardware Co. has been incorporated. Capital stock, $5000.

Faribault, Minn.—The Charles H. Wall Hardware Co. has been incorporated. Capital stock, $50,000. Incorporators: Alonzo J. Galbraith, St. Paul; Charles H. Wall, Faribault; John P. Galbraith, Grand Forks.

Great Bend, N. Y.—B. S. Galloway.

Holland Patent, N. Y.—Thos. J. Wolf.

La Grange, Ind.—O. L. Moon.

Lake Charles, La.—The G. T. Rock Hardware Co., Ltd. has been incorporated with a capital stock of $20,600. The new company succeeds the establishment of G. T. Rock. The officers of the new company are G. T. Rock, president and treasurer; and G. H. Rock, secretary. N. D. Pope and G. T. Rock are the directors. The company will erect a two-story brick building on Bryan Street, 25x160 feet, connecting with the rear of the Rock store.

Meyers Falls, Wash.—W. L. Porter.

Middlesboro, Ky.—J. Boyd Rose.

Portsmouth, Ohio.—The J. C. Hibbs Hardware Co. has been incorporated to do a Hardware business. Capital, $60,000. Incorporators: J. C. Hibbs, L. D. York, H. D. Hibbs, A. S. Duduit, E. R. Peebles.

Quincy, Ill.—Sherwood & Martin.

Waxahachie, Tex.—The Malone Hardware Co. has been incorporated. Capital tock, $10,000. Incorporators: T. J. Tingle, J. H. Koen, S. Crabb, all of Waxahachie.

Williamstown, Mass.—Kellogg & Danaher.

York City, Pa.—A. H. Allison.

Changes and Improvements.

Beverly, Mass.—Woodward & Ober's new Hardware store in the Rogers Block has has opened for business.

Buffalo, N.Y.—The Elderfield-Hartshorn Hardware Co. have purchased the Hardware business of Walker & Paterson, Falls Street, and will take possession on May 1st.

Clyde, N.Y.—The Hardware firm of Bliss & Swift has been dissolved; L. P. Swift retiring from business. The latter has sold his interest to E. H. Millard, of this village, and the business will be continued hereafter under the firm name of Bliss & Millard.

Dunkirk, N. Y.—Philip B. Cary, for years one of the leading Hardware merchants of this city, has decided to remove to Buffalo.

Farmington, Me.—Elford Durgan has sold his half-interest in the Hardware store, upper Main Street, to his partney, Harley Greenwood.

Gloucester, Mass.—The plate glass front in the Hardware store of L. E. Smith makes an excellent improvement to the establishment. The windows extend the entire length of the store.

New Berlin, N. Y.—White & Pope, who for the past year have conducted a Hardware store in the rink building, have rented one of the stores in the new Eagle Hotel Block, to which they will remove about May 1st.

Newmarket, N. H.—The firm of Young & Young, Hardware dealers, has been dissolved, Charles H. Young retiring.

Pontiac, Ill.—Austin Wooley, who has been in business in Chicago the past ten years, has bought a half-interest in Edgar Cook's Hardware store, and has moved here.

Portland, Ore.—Honeyman, DeHart & Co., the large wholesale Hardware firm of this city, are making arrangements to put in a warehouse at Lewiston, Ida., for the distribution of their heavy goods throughout the Lewiston country and the Palouse section. They expect to follow this step later by establishing a branch store in Lewiston.

Port Huron, Mich.—The Hardware store of Charles F. Taylor will be considerably enlarged and made three stories high.

Rock Island, Ill.—F. O. Dahlberg, the Hardwareman, expects to move into his new building very soon. The ground floor is nearly completed and it will make a very fine building for a Hardware stock.

Scranton, Pa.—I. T. Quick, formerly of T. F. Leonard's Hardware store, has formed a partnership with T. R. Bowen who has conducted a Hardware store for a number of years at No. 509 Lackawanna Avenue. The new firm will be known as Bowen & Quick, and will continue the business at the old stand.

Sherman, Mich.—Thomas Wilson is preparing to close out his Hardware business here. E. Gilbert is taking the canceled orders for farm implements of Mr. Wilson, and will add this line to his general store.

Sing Sing, N. Y.—Miller & Williams, Hardware merchants, have dissolved partnership, Mr. Miller retiring, and Mr. Williams carrying on the business.

Warsaw, N. Y.—Webster & Case, Hardware merchants, are moving into the building recently purchased by them of L. E. Walker.

Wayne, Mich.—J. C. Cozadd, whose Hardware store was destroyed in the late fire, has bought out the Hardware stock and business of the firm of Murphy & Woolger, in the Stringer Block.

Business Embarrassments.

Bridgeport, Conn.—Judge Shumway has appointed a temporary receiver for the Hull & Hoyt Co., a large Hardware concern of Danbury. Ex-Senator Henry Bernd has been named as receiver and bonds fixed at $50,000.

Cleveland, Ohio.—A petition for involuntary bankruptcy has been filed against the firm of A. M. Starkweather & Son, No. 50 Frankfort Street, dealers in house Hardware, glass globes, and burners. The claims of the petitioners amount to $2,206.05.

New Orleans, La.—Philip Peter has been appointed receiver of the John E. Wiemann Hardware Co.

North Bend, Neb.—The large Hardware store of W. H. Seevers has been closed, the business being now in the hands of his creditors. It is supposed that all claims will be paid in full.

St. Louis, Mo.—The affairs of the A. Hoffman Hardware & Paint Co., of No. 250 North Fourteenth Street, have been brought into court with a request for the appointment of a receiver to take charge of the business of the corporation.

Syracuse, N. Y.—G. Fred. Schafer, Hardware dealer at Nos. 504 and 508 North Salina Street, has filed a petition in bankruptcy. Mr. Schafer made a statement of his financial standing last December, in which his assets were given as $40,000; liabilities, $10,000.

Topeka, Kans.—A suit has been filed in the United States District Court to force Meadow & Son, a Hardware firm of Gaylord, Kans., into bankruptcy. The suit has been brought by the wholesale firms which have been furnishing the Gaylord firm with goods. The firm is composed of W. S. Meadow and his son, P. Meadow.

Burglaries in Hardware Stores.

Deering, Me.—L. D. Huntress; cutlery.

Louisville, Ky.—Geo. J. Buck; $100.

Pierce, Nebr.—M. Inhelder; cutlery.

Syracuse, N.Y.—Louis Schillinger; small loss.

Syracuse, N. Y.—Burhans & Black Co.; $80.

Victoria, B. C.—W. Bownass; $60.

Fires in Hardware Stores.

Augusta, Kans.—The Hardware store of E. H. Frenzel has been destroyed by fire. Loss, $5000; insurance, $4000.

Bay City, Mich.—W. C. Grisdale & Co.'s Hardware store has been destroyed by fire. Loss, $7000.

Bloomfield, Ind.—The Hardware store of French & Shields has been destroyed by fire. Loss, $6000; insurance, $4000.

Coleman, Mich.—The Hardware store of J. M. Doherty has been destroyed by fire. Loss, $5000; insurance, $2000.

Georgetown, Colo.—S. Nash's Hardware store has been destroyed by fire.

Lead, S. D.—Henry Jacobs' Hardware store has been destroyed by fire.

Lyndonville, N.Y.—W. F. Horton's Hardware store has been destroyed by fire.

Red Lodge, Mont.—The Hardware store of Fulton & Dalton has been destroyed by fire.

Southwest City, Mo.—J. D. Georgian's Hardware store has been destroyed by fire.

Sweet Home, Tex.—H C. Middlebrookes' Hardware store has been destroyed by fire.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Albany Recording Scale Co. has been incorporated with the Secretary of State, to lease, operate, purchase and manufacture coin-controlled machines and similar mechanical devices. The capital is $50 000, divided into $30,000 cumulative preferred, and $20,000 common stock. The directors are: Peter E. Martin, Grant Newcomb, Charles F. Rushmore, Eugene P. Miller, Luther C. Warner, William H. Erwin and J. S. Frost, all of this city. The company begins business with $25 000.

Bangor, Me.—The certificate of incorporation of the Farming Implement Mfg. Co., of Hampden, has just been filed at the registry of deeds. The object of the company is the manufacture of farming tools. The capital stock is $5000. The officers of the company are W. H. Nason, president; A. H. Smith, treasurer, and George N. Holland, clerk. The directors are: W. H. Nason, A. H. Smith, George N. Holland, H. W. Mayo, George Sweetser, S. D. Greeley and E. B. Thomas. All of the officers and directors are residents of Hampden.

Birmingham, Ala.—The steel rod, wire and nail mill of the Alabama Steel Wire Co., the first plant of the kind in the South, has commenced operations. This plant, erected at the cost of $2,000,000, has a capacity of 600 tons a day. It will get the steel billets from the new steel mill of the Tennessee Coal, Iron & Railway Co., which is adjacent. It will make steel wire, rods and nails. It has special machinery for the manufacture of shapes and sizes suited to the export trade.

Braddock, Pa.—The Braddock Tool Co., composed of Joseph Striebick, S. E. and William Seug, Charles Wolfe, Councilman John A. Loew, John W. Mohr and Oswald Muldenberg, applied for a charter and expect to receive it shortly. The capital stock, $25,000, has all been paid up. The factory will be 30 x 80 feet, double story, of heavy frame and sheet iron, located on West Holland Avenue, near Second Street.

Cedar Rapids, Iowa.—The Lang Cutlery Co., recently organized in this city, expects to be able to place their goods on the market in a short time. They will sell only to the wholesale trade.

Chicago, Ill.—The L. & L. Pneumatic Tool Co. has been incorporated. Capital stock, $10,000. Incorporators: George Lieninger, Herman Leineweber and Oscar A. Lewp.

Cleveland, Ohio.—The Mann & Philpot Co. has been incorporated. Manufacturing rubber and rubber goods. Capital, $5000. Incorporators: T. L. Philpot, A. W. Bohmes, W. B. Philpot, A. L. Hoffman.

Elkhart, Ind.—This city has secured the location of the American Brush Co., which will occupy an unused factory building. Twenty thousand dollars will be invested. The company will use cactus fiber for its brushes, and will manufacture all kinds, from a broom to a street sweeper.

Indianapolis, Ind.—The Duckwall-Harman Rubber Co. has been incorporated with a capital stock of $8500. The directors are Herbert R. Duckwall, Edward Harman and Chauncey R. Watson.

Martin's Ferry, Ohio.—The Spence-Baggs Stove Co. has been incorporated. Manufacturing stoves. Capital, $60,000. Incorporators: L. Spence, W. P. Baggs, W. H. Seabright, Elizabeth H. Flote, Louisa J. Scheele.

Shelbyville, Ind.—The Eagle Range Co. has been incorporated with a capital stock of $5000. The directors are: C. M. Trautmann, W. O. Noffsinger and John A. Raynes.

Spokane, Wash.—The Spokane Galvanized Wire Pipe Co. have filed articles of incorporation. The company has a capital stock of $15.000, and the following trustees: J. C. Ralston, Leo H. Long, Charles H. Eltinge, W. L. May, H. Orchard.

Trenton, N. J.—The International Acheson Graphite Co. has been incorporated with an authorized capital of $3,000,000. The company is empowered to manufacture graphite and carbon, and all graphite articles, including paint and stove polish. The incorporators are: Edward G. Acheson, Peter McNiven Bennie, and Kenneth K. McLaren, Jersey City.

Toronto, Ont.—The Dominion Fence Co. has been incorporated with a capital stock of $750,000.

Changes and Improvements.

Exeter, N. H.—The radiator business of the Exeter Machine Co. has been purchased by the William H. Page Boiler Co, of Norwich, Conn. The radiator plant will remain in Exeter, but may be removed to Norwich later if satisfactory arrangements can be made.

Hammond, Ind.—The Hammond plant of the Lakeside Nail Co., which has been idle for almost four years, will resume operations. The plant has been leased by J. C. Briggs and other Ohio capitalists, who will convert it into a bar mill, which will employ 150 men. Work of remodeling will be begun at once.

Indianapolis, Ind.—The Standard Tack Co., located near Providence, R. I., will remove its plant to this city.

Plainfield, N. J.—Owing to the large amount of business at the Pond Tool Works, the largest in the past two years of any time in the history of the plant, it has impressed upon the company the necessity of enlarging the building, and plans are out for an extension which will double the foundry facilities at the west end, and materially increase the facilities in the machine shop in the east end. The company now intend adding 250 feet to the foundry extending toward the west, which, with the present structure, and the 750 feet of main building, will make nearly a quarter of a mile, besides the addition on the machine shop on the east, which may amount to a couple of hundred feet more.

Recent Embarrassments.

New Haven, Conn.—Frederick C. Lum, of No. 39 Dwight Street, has been appointed receiver of the Lavigne Automatic Mfg. Co., of No. 161 River Street, by Judge Wheeler, of the Superior Court.

Quincy, Ill.—The Bentley-Dudley Implement Co. have made an assignment to William F. Newell for the benefit of their creditors. The assets are reported at $9500, and the liabilities at $8500.

Recent Fires.

Cleveland, Ohio.—The plant of the Hoffman Hinge Co., No. 1054 Hamilton Street, has been destroyed by fire. The loss is in the neighborhood of $10,000, nearly covered by insurance.

Kokomo, Ind.—For the third time within a few months the japanning department of the Kokomo Wood-Enameling Works has been destroyed. A fire, a few mornings since, has totally wrecked this portion, and the plant was saved from destruction with great difficulty. The loss will exceed $5000, covered by insurance. The japanning building had just been rebuilt from the ruins of a former fire.

Newark, N. J.—The factory of the Positive Lock Washer Co., No. 291 N. J. R. R. Avenue, has been damaged by fire. Loss, $1000.

Philadelphia, Pa.—Fire has caused the total destruction of the insulated wire manufactory of Alfred F. Moore, on the northwest corner of Third and Race Streets. The contents of adjoining properties were badly damaged by water, and the total loss is estimated at $300 000

Philadelphia, Pa.—The plant of V. Clad & Sons, No. 121 South Eleventh Street, manufacturers of hotel ranges and kitchen supplies, has been damaged by fire, following an explosion in the building adjoining.

Saratoga, N. Y.—The scythe department of the American Axe & Tool Co.'s plant, near Ballston Spa, has been destroyed by fire, which started from the explosion of a lamp in an oil pit. The loss is estimated at $20,000.

Miscellaneous.

Milwaukee, Wis.—At the annual meeting of the Fuller-Warren Co. the following officers and directors were elected: President, H. A. Viets; vice-president, George L. Graves; secretary, C. W. Jones; treasurer, J. L. Potter. Directors: George L. Graves, H. A. Viets, John Johnston, J. E. Hansen, William Plankinton, J. A. Roundy and H. S. Haseltine.

Pottstown, Pa.—The March-Brownback Stove Co. met recently and elected seven directors for the ensuing year, as follows: Franklin March, T. Jefferson March, James Rogers, Dr. J E. Porter, James Brownback, A. K. Shaner and M. W. Baily

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OVER 1,000,000 IN USE.

THE

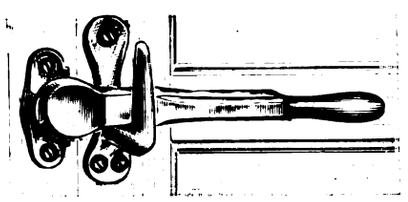
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6 inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12.00	$15.00	$33.00	$36.00	Per Doz
No. 2	9.00	12.00	18.00	20.00	"
No. 3	5.50	7.50	10.00	11.00	"
No. 4	3.00	3.00	7.00	8.00	"
No. 5	2.25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . **Discount.**

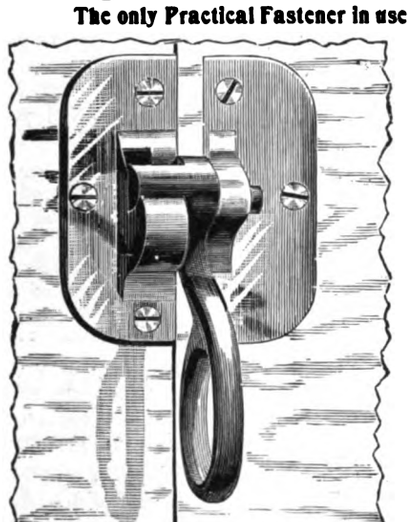
M. H. HICKEY & SON,

375 Market St., **NEWARK, N. J.**

The CONROY PATENT

Refrigerator Fastener.

The only Practical Fastener in use



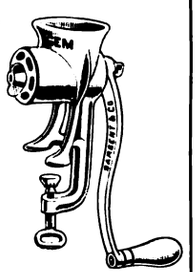
Manufactured and sold to the trade by

P. J. CONROY,

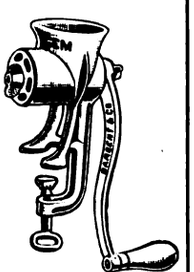
Beware of Infringements. Paschall, Phila

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**



We have a big ad this week.



It is on pages 77, 78, 79 and 80, and tells about

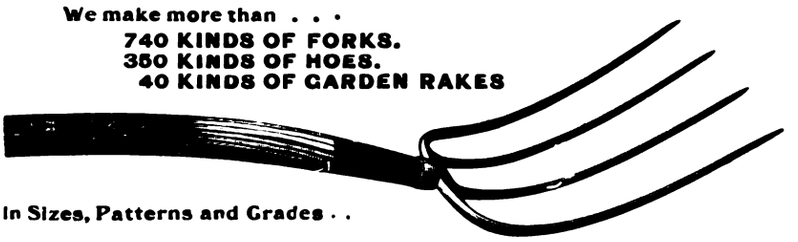
Sargent's Gem Food Chopper,
Sargent's Easy Spring Locks,
Sargent's Artistic Hardware,
Sargent's Planes and
Sargent's Tools.

We have tried to make our story interesting, and you will be repaid for the trouble you take if you read the pages mentioned above.

SARGENT & CO.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

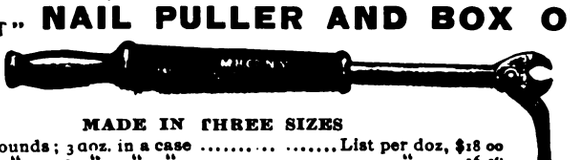
WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

THE IOWA FARMING TOOL CO.,

Illustrated Catalog on Application. . . FORT MADISON, IOWA, U. S. A.

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

THE WALLACE BARNES CO.,

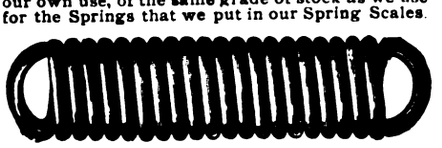
BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; | and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

We make a specialty of making to order only, a superior quality of Cast Steel Wire Springs, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the **same** grade of stock as we use for the Springs that we put in our Spring Scales.





JOHN CHATILLON & SONS,

85 to 93 Cliff St. and No. 18 Jacob St.,

Established 1835. **New York City.**

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Allston, Mass.—Geo. H. Cushing, Brainree Street.

Baltimore, Md.—The Schaum Automobile & Motor Mfg. Co. has been incorporated by William H. Wickham, Walter S. Leutbecker and John T. Carroll. Capital stock, $50,000, divided into 5000 shares of $10 each.

Battle Creek, Mich.—The Bean-Chamberlin Mfg. Co.'s branch reopened, under management of G. Ritchie & Sons, at No. 182 South Division Street.

Bellows Falls, Vt.—Lawrence Cannon, Atkinson and School Streets, reopening.

Bondsville, Mass.—John Hayes.

Brattleboro, Vt.—C. W. Hart.

Brighton, N.Y.—The Eckhard Motor Co., has been incorporated. Capital, $30,000. Directors; John Eckhard and C. E. Butterfield, of Brighton.

Bristol, Vt.—C. I. Page, O'Neill Block, repairing.

Camden, N. J.—The Ducasble Tire Co. has been incorporated to manufacture wheels andtires, with $100,000 capital stock, of which $1000 is paid in. Frank D. Millan, H. C. Magee and W. J. Jackson are the incorporators.

Chesham, N. H.—Chas. H. Raymond, repairing.

Columbus, O.—Work has begun on the factory of the Columbus Tubing Co. In addition to tubing and bicycle pedals the company will also make a ball-bearing wheel with pneumatic tires for runabouts and automobiles. The company is composed of G. C. Urlin, L. Fink and H. D. Freeman.

Coshocton, Ohio.—McCabe & Knoff.

Danvers, Mass.—L. H. Roberts, Elm Street.

Danvers, Mass.—F. A. Butler.

Decatur, Ill.—Drum & Gordo, North Main Street.

Decatur, Ill.—H. M. White.

Decatur, Ind.—John Fetzer.

Denver, Colo.—R. A. Creek, No. 621 Sixteenth Street.

East Hutton, Ill.—Goble & French.

Edgeworth, Mass. — Jeremiah Murphy, Adams Street, repairing.

Essex, Conn.—Fred. Wright, repairing, will open shortly.

Ft. Madison, Ia.—C. Wiley.

Green Bay, Wis.—John W. Robertson.

Glens Falls, N. Y.—Charles Bent and Daniel Wood have formed a partnership and will open a repair shop on Elm Street.

Kettlerville, Ohio.—H. T. Ruese.

Lenox, Mass.—Ernest Collins.

Lincoln, Neb.—The Automatic Cycle & Pump Co., of Nebraska, has been incorporated with $50,000 capital stock. Incorporators: C. M. Jaques, Landy C. Clark, Robert C. Druesedom and Cyrus E. Sanderson.

Logansport, Ind.—C. M. Kramer.

Mechanicsville, Ia.—Miller Bros.

Medford, Mass.—P. H. Brown and B. W. Hodgeman, No. 484 Main Street, Tufts Square.

Medway, Mass.—Edward Freeman.

Mt. Pleasant, Mich.—Tom Battles.

Newark, N. J.—The Automobile Co. of America has been incorporated. Capital stock, $250,000. Incorporators: G. A. Lamb, E. B. Hawkins and A. G. Brown.

New Haven, Conn.—Alfred Johnson, Court Street, reopening.

Peterboro, N. H.—J. E. Livesey.

Portsmouth, Ohio.—Lou Bierly.

Rochester, N. Y.—The Wagner Mfg. Co. has been incorporated to manufacture general machinery and bicycles. Capital, $75,000. J. George Wagner, Jr., and W. G. Humphrey are incorporators.

Rockford, Ill.—The Hurd Cycle Co. has been incorporated with $2500 capital. Incorporators: Joseph W. Hurd, James Huston and R. K. Welsh.

Rockland, Mass.—Frank Davis, School Street, reopening.

Salem, Mass.—F. A. Butler.

South Bend, Ind.—E. G. Roberts and Milton Rost, No. 205 E. Jefferson Street.

Springfield, Mass.—Frank W. Hill, No. 132 Worthington Street, repairing.

St. Louis, Mo.—The Meyers Bicycle & Sporting Goods Co. has been incorporated with $5000 capital. Incorporators: Louise M. Meyers, James C. Meyers, Susannah M. Schoeber and B. A. Brown.

Tariffville, Conn.—W. M. Ketchin, repairing.

Taunton, Mass.—J. Caverly, No. 101 Main Street.

Thomaston, Conn.—J. Kaufman, repairing.

Toledo, Ohio. — C. A. Ackley, Adams Street.

Warren, Mass.—A. & W. Moreland.

Warren, Pa.—E. E. Hertzel.

Wappingers Falls, N.Y.—Schofield Bros., Clapp Avenne.

Watertown, Mass.—Jos. Quigley.

West Pittston, Pa.—Schusler & Bechtoldt.

Wheeling, W. Va.—Meyers & Co.

Changes and Improvements.

Alexandria, Minn.—H.A LeRoy succeeds LeRoy & Mason.

Altoona, Pa.—U.S. Aaron will cease handling bicycles.

Beloit, Kans. — T. H. Kiniry succeeds Kiniry & Son.

Beverly, Mass.—F. A. E. Hamilton has made changes and installed new machinery.

Bridgeport, Conn.—John Polhemus succeeds Smith, Murray &Co.

Buffalo, Kan.—Johnson & White succeed Johnson Bros.

Buffalo, Wyo.—Munkers & Mather will stop handling bicycles.

Butler, Ind.—The Butler Cycle & Organ Co. have retired.

Celina, Ohio.—W. H. Conner succeeded by Conner & Schmitt.

Central City, Iowa.—Altmeyer & Cunningham succeed Stark & Altmyer.

Coldwater, Mich.—J. H. Sutherland & Co. succeed Harry L. Nichols.

Delavan, Wis.—The Crary Stove & Hardware Co. have retired.

Dover, N. H.—Frank F. Wentworth has removed to First Street.

Dowagiac, Mich.—W. V. Vrooman & Son succeed Wm. V. Vrooman.

East Pepperell, Mass.—F. W. Ames has succeeded John W. Durant.

Erie, Pa.—Chambers & Suerken will remove to No. 1223 State Street.

Farnhamville, Iowa.—Josiah Dudley & Co. have succeeded Dudley & Toland.

Fall Creek, Wis.—Ziemann & Garbe have retired.

Franklin Falls, N. H.—C. P. Webster will retire from the bicycle business.

Gloucester, Mass.—Chas. J. Gray, Main Street, will make extensive changes.

Gloversville, N. Y.—Thrall Bros. have dissolved partnership; Jos. G. Thrall will continue.

Greentown, Ind.—Holliday & Ware succeed Holliday & Kern.

Hudson, N. Y.—Ernest E. Shaw succeeds C. E. Shaw.

Jamestown, N.Y.—Chas. H. Pew succeeds Salisbury & Pew.

Johnstown, Ohio.—W.T. Hughes succeeds Hill & Hughes.

Kalispell, Mont.—Philips & Criswell dissolved.

Kane, Pa.—Thos. Crowell succeeds Grant & Crowell.

Lima, Ohio. — H. Hauenstein succeeds Hauenstein & Armstrong.

Livermore, Iowa.—J. W. Leighton succeeds Leighton & Coleman.

Manchester, N. H.—J. A. Ricard will sell out and remove from State.

Marengo, Ill.—Clarence Barnes succeeds T. H. Gill.

Marysville, Cal.—Peter Engel has retired from business.

Massillon, Ohio.—J. R. Smith has removed to No. 29 W. Main Street.

Metamora, Mich.—Lundy & Lewis have retired.

Mexico, Mo.—Andrew Winscott will cease handling bicycles.

Newburg, Ore.—C. F. Johnson has sold out.

Recent Embarrassments.

New York, N. Y.—A petition in involuntary bankruptcy has been filed against Seymour B. Goodkind, dealer in sporting goods at No. 65 Cortlandt Street.

Recent Fires.

Camden, N. Y.—The plant of the Simmons Saddle Co. has been destroyed by fire.

Centre Ossipee, Me.—The oar and paddle factory of T. J. Shaw & Co. has been burned at a loss of $5000; well covered by insurance.

Kingston, Ont.—E. W. Robinson, loss $600, with $500 insurance.

Quincy, Mass.—The bicycle store of John H. Gillis has been destroyed by fire. Loss, $3000; insurance, $2000.

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Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

SEND FOR CATALOGUES.



The Blount Door Check

is described in a monthly bulletin of good things issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

9-11-13 Murray St., New York.

The . . .

"Handiest" Step Ladder



YOU CAN GET HIGHER THAN WITH ANY OTHER TWO LADDERS

for the same money which you pay **FOR ONE** of the old, unsafe kind.

THE HANDY LADDER WORKS,

CLEVELAND, OHIO.

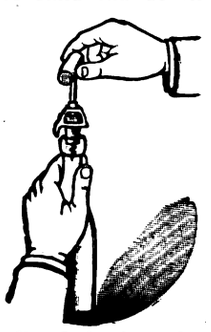
No. 16.

WALKER'S UNIVERSAL SELF-PULLER.

WALKER SELF PULLING CORK SCREWS



See! You Don't Have to Pull. A Child can do it.



No Agitation of Contents.

No Overflow of Bottle.



Remove all kinds and sizes of Corks, Crowns, Seals, and Aluminum Stoppers.

Pulls from the smallest to the largest sized Corks.

Special Steel Also Warranted.

CORK PULLERS, LEMON SQUEEZERS, ICE PICKS, ICE SHAVES, MILK SHAKES and TOBACCO CUTTERS.

Write for 1900 Catalogue.

ERIE SPECIALTY CO., Erie, Pa., U. S. A.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co. Cortland Door & Window Screen Co.

Oliver Chilled Plow Works. Light Cycle Co., Bicycles.

North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.

Romer Axe Co.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS . . SEND FOR CATALOGUE.

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REVIEW OF THE MARKETS.

Hardware: The manufacturers are enjoying a waiting demand, as their orders for the current season have all been booked, and the new enquiries are having reference to Fall requisitions which will soon be in order. The jobbers, however, are now enjoying the first degree of fulness for the Spring trade, and the pleasant weather we have had on every hand is beginning to make the influence of good roads felt in the rural districts, and the retailers begin to experience an influx of consumers' wants. Activity in retail trade circles has not yet been of great importance, but travelers are sending home well assorted orders for general wants, and the indications on every hand point to a good season with fair average prospects if unnecessary cupidity doesn't guide the discount sheets of the liberal manufacturer.

Wire Nails: The Wire Nail market has experienced no change since our previous issue The demand is good, and will increase largely as the season advances. Manufacturers' quotations remain as follows, f. o. b. Pittsburgh; terms, thirty days, 1 per cent off in ten days:

To jobbers in carload lots	$3 20	Base.
To " in less than carload lots	3.22½	"
To retailers in carload lots	3 35	"
To " in less than carload lots	3.45	"

New York City.—The demand is increasing in importance, and prospects for future business are unusually good. Manufacturers' quotations remain as quoted in our previous issue, with an advance of five cents on small lots from store:

To retailers, carload lots on dock	$3.53	Base.
" less than carloads on dock	$3 66	"
Small lots from store	$3.65 to 3.75	"

Cut Nails: The market is firm on Cut Nails; the demand is fairly good with prices unchanged. Quotations are as follows: f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

1000 kegs and over	$2.50	Base.
In carload lots	$2.55	"
To jobbers in less than carload lots	2.60	"
To retailers " " "	2.70	"

New York: With an increasing demand, prices remain as quoted in our previous issue.

To jobbers in carloads on dock	$2.73	Base.
" in less than carloads on dock	2.78	"
To retailers " " "	2.90	"
Small lots from store	$2.90 to 2.95	"

Barb Wire: The demand for Barb Wire continues moderately improving with firm market. Quotations remain the same as quoted in our recent issue: f. o. b. Pittsburgh; terms, 30 days, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted	$ 3.65
" " Galvanized	3.80
" in less than carload lots, Painted	3.07½
" " " " Galvanized	3.82½
To retailers in carload lots, Painted	3 80
" " Galvanized	3 95
" in less than carload lots, Painted	3.90
" " " " " Galvanized	4.05

Smooth Wire: The demand for Smooth Wire continues in good and improving condition. There has been no change in quotations since our recent issue the following representing the market: f. o. b. Pittsburgh; terms, thirty days.or 1 per cent. off in ten days:

To jobbers in carload lots	$3 05	Base.
To " in less than carload lots	3 07½	"
To retailers in carload lots	3.20	"
To " in less than carload lots	3 30	"

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, $1.10.

Toilet Clippers: E. S. Hotchkiss, J. H. Graham & Co., selling agents, has advanced prices on a number of his Toilet Clippers, particulars of which will come with his revised discount sheet.

Flint and Emery Paper, Emery Cloth, &c.: John H. Graham & Co., No. 113 Chambers Street, New York, have been appointed sole selling agents for the sale of "Sterling" Flint and Emery Paper, and Emery Cloth. This line of goods is fully guaranteed, and the agents state they are prepared to quote low prices and make prompt shipment.

Cordage: The cordage market is but a trifle lower in quotations on Manila, Sisal remaining without change. For carload lots they are as follows, with an advance of a quarter of a cent for less quantities, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger	per pound,	15¼	cents.
" ¾ inch	"	15¼	"
" ½ and 5-16 inch	"	16¼	"
Sisal, 7-16 inch and larger	"	10	"
" ¾ inch	"	10½	"
" ½ and 5-16 inch	"	11	"
" Lath Yarn	"	9½	"

Manila Tarred Rope, 15-thread, 15¼ cents. Manila Hay Rope, medium, 15¼ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents

Binder Twine: On Binder Twine the market is daily increasing in importance, but prices are held steady at quotations that have prevailed for some time. Market is firm at the following: f. o. b. New York, Philadelphia or Boston, with a reduction of ⅛ cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of ¼ cent per pound for carload lots:

White Sisal, 500 feet to pound	11¼ cents.
Standard, 500 feet to pound	11¼ "
Manila, 600 feet to pound	14¼ "
Pure Manila, 650 feet to pound	15¼ "

Copper Sash Chain: Chantrell Tool Co., for whom John H. Graham & Co., No. 113 Chambers Street, New York, are selling agents, have added Copper Sash Chain to their line of manufactures and areprepared to furnish promptly. Prices will be quoted upon application.

Railroad Picks, Mattocks and Grub Hoes: These goods were advanced on April 1st, 10 per cent. over previous quotations.

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels ..... 64 cents per gallon.
In lots of 5 barrels or more ..... 63 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 71 cents per gallon.

With our trade letters in this Anniversary number of our paper, we take pleasure in presenting the portrait of the correspondent through whose considerate kindness we are enabled to give our readers the semi-monthly summary of commercial conditions, to be found in each trade center from which our interesting letters emanate. Connected as closely as these gentlemen are with leading Hardware establishments throughout the country, *Hardware* feels under lasting obligations that they are able to spare any time from arduous and responsible duties to write such interesting letters for the delectation and guidance of their confreres in this all-important industry.

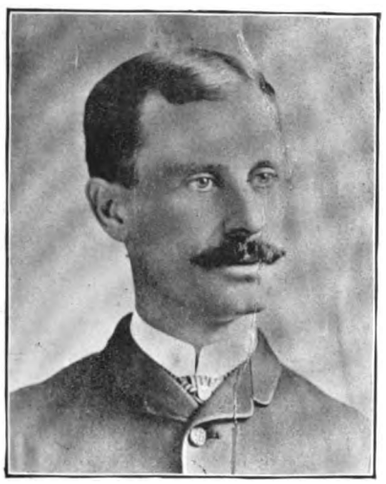
THE BOSTON TRADE.

Business for the first quarter of the year has not been up to the expectation and hope of the majority, but when the conditions that have existed during the past year are considered it is not surprising that sales have not been larger, and the outlook for the balance of the year is somewhat problematical.

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In some cases we find the retail trade with a full stock bought before advances were made, but we believe the light demand is due to an impression that values are somewhat above the limit, and for this reason orders have been given only on the most conservative lines.

Those who took a pessimistic view of the situation early in the year have seen their mistake, and at the present



A. M. WILEY.

writing there has been but little change in values, and prices are fully up to those made early in the season.

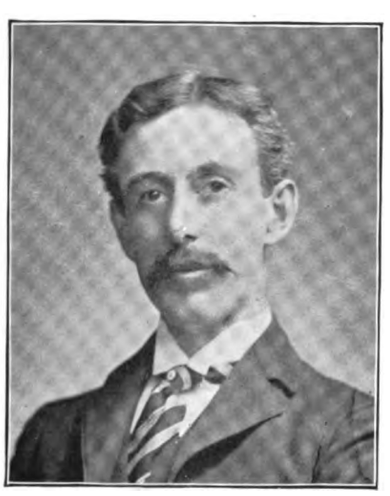
On some lines competition has forced a reduction in quotations, but this is something always to be expected during a dull season.

The outlook for building material varies. In some sections there seems to be an absence of any demand for this line, while in other localities we notice an activity which exceeds that for many years past.

The bright weather during the past few days has stimulated the demand for seasonable lines, and such goods as steel goods, lawn mowers, rakes and scythes are moving freely. Frye, Phipps & Co.

THE PHILADELPHIA TRADE.

Our crying demand to-day is for Spring weather. While the Winter has not been severe, there has been an unusual amount of late cold weather which has retarded out-door



JAMES H. RITTER.

work greatly, and had some effect upon trade. Just now, a large portion of our own State is practically frozen and farmers have not been able to start Spring operations to any extent.

Under these circumstances, a large trade was not to be expected. While a fair amount of goods has been moving, still, a large increase of trade is confidently expected if April should prove warm and Spring like. During the last few days there has been some sunshine, and Spring goods are more in evidence, as will be seen by a glance at any shipping floor.

Prices show but little change; manufacturers claim with the present high prices of material it is impossible to shade present figures; while the healing of the Carnegie-Frick controversy, and the fact that Bessemer pig iron commands higher prices than at any time in the last few years, would seem to indicate that no sudden or great drop in prices is likely to happen.

The expected advance in wire and wire nails on April 1st did not materialize. Wire nails, however, are in fair demand, and the comparatively high prices prevailing to-day seem to have but very limited effect in restraining the demand for wire nails—in fact, it is doubtful whether the demand is lessened at all, On barbed wire the situation is somewhat different, but the uses of plain wire have become so manifold recently that necessity compels the maintenance of the usual large consumption.

Biddle Hardware Co.

THE BALTIMORE TRADE.

Baltimore has enjoyed a delightful rush of trade since last year, barring the past two weeks, when a sudden lull stole upon us, giving time for reflection, and renewing energy for further action. Whilst manufacturers still report



DUDLEY R. WEBB.

large orders on hand unexecuted, we find that prompt shipments are not impossible, and new business is eagerly sought and accepted for immediate delivery. Prices of most articles in the line are firm, for a little while at least, and a few are conspicuously "on the fence," leaning gracefully toward a lower level. Manufacturer appears happy, jobber serious, retailer uneasy, and who can guess the cause? We think we hear voices emanating from a lofty atmosphere flavored with consolation which warble "Don't tell your troubles to the trusts." Political cannons will soon be fired, new horses entered in the race, and the complexion of things may change. H. W. Webb & Sons.

THE NASHVILLE TRADE

With the advent of sunny Spring weather we note a marked increase in the volume of business. Some lines of goods that have been on a standstill for a long time are now moving quite rapidly. Retail stocks are being broken, and the retail dealers are replenishing liberally, realizing that the long-expected "slump" in prices is not coming right away, and as their customers are demanding more goods than they have on their shelves, the natural consequence is that the fill-in orders are almost as heavy and fully as numerous as were the first orders. The gradual advance of the price of quite a good many lines has had the happy effect of strengthening the confidence of those who have for so long prophesied a decline and held back buying with that idea, and from now on we apprehend but little trouble from this weak-kneed class. A great deal of

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building is being done, and the demand for locks, butts and builders' Hardware generally is unprecedented. The demand for plows and farm implements is very heavy, and harvesting goods are already moving out on the promise of a most bountiful wheat crop.

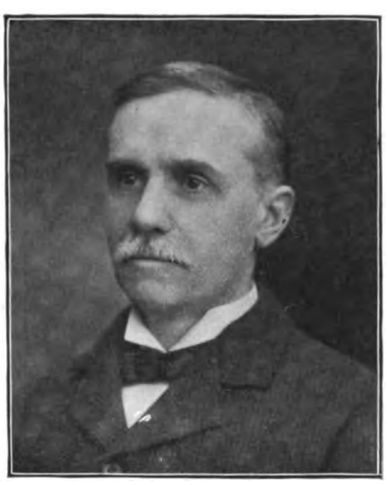
Traveling men report good conditions generally and a good feeling among their customers, who are sanguine of a prosperous year's business. If the prices of farm products remain as they are or keep in line with the prices of manufactured goods, nothing short of an epidemic or a drought or a famine can keep us from having one of the best years for the past ten. H. G. Lipscomb & Co.

THE PITTSBURGH TRADE.

There has grown up among jobbers, a rivalry for early season orders which, it seems to us, has gone far beyond reasonable bounds.

One house gets out with its line of guns or horse blankets for the Fall trade in May. The next year another house goes its competitor one month better and shows its samples in April. The next year still another gets out in March, and so it has been pushed back month by month until there seems a probability of season goods being sold eight or nine months ahead of the time they are wanted by the retailer.

This is not a healthy condition for anybody concerned in the handling of these goods. Contracts must be made be-



GEO. B. LOGAN.

tween manufacturer and jobber much earlier than necessary. Stocks must be carried much longer than necessary by both manufacturer and jobber. Prices may, and very often do, change between the time of making contracts and delivery of the goods, thus giving rise to disputes. So long as there is a rising market these disputes are not heard of, but when there is a decline, the retailer always expects his goods at the lowest ruling prices during the season, no matter what his contract price may have been.

Just as many goods would be sold one or two months ahead of the time they are wanted, as six or eight.

An ideal state of affairs would be for the jobber to sell Fall season goods in July and August—Spring goods in January and February.

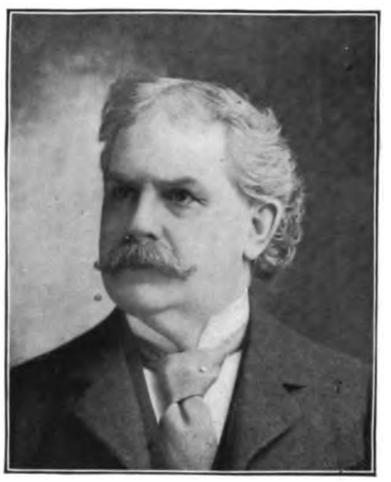
As matters now are, these anticipatory orders are sought for in the thick of the season's work, interfering to a large extent with the ordinary Spring and Fall business, whereas, if they were arranged to come in the comparatively dull months, it would equalize the work through the year.

Would it not be possible for the jobbers to come to some agreement among themselves as to the date at which they will begin to solicit orders for the seasonable items? If this were done everyone would be on an even basis and much annoyance, time and money would be saved,

Logan-Gregg Hardware Co.

THE SAGINAW TRADE.

We have had a very backward Spring, nearly a month later than usual. There has been a great deal of hard wood gotten out this Winter more than usual. The river is open and we are having high water, but if we do not have any very severe rain storms will have no trouble.



EDWARD W. MORLEY.

The boat owners are busy painting and getting ready for the shipping. The mills also are preparing for their Spring operations. Business is as good as it was a year ago. The coal mines have been busy all Winter, and are still active and getting good prices.

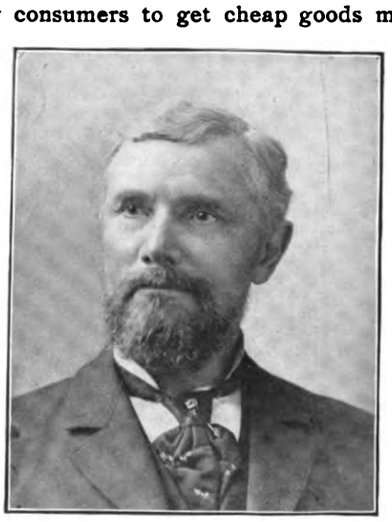
When Spring fairly opens and the farmers commence to till the soil we expect trade will be good.

Morley Brothers.

THE CLEVELAND TRADE.

Co-operation between the jobber and retailer is necessary to meet the most perplexing problem that threatens both. Department stores and catalogue houses must be prevented from advertising standard makes of goods at cost to gull the public and build up their business, and co-operation between the jobber and retailer is necessary to prevent manufacturers from selling them.

These fakirs must be confined entirely to the poor class of goods, of which most of their stocks consist. The passion among consumers to get cheap goods may compel



C. B. LOCKWOOD.

jobbers and retailers to keep a lower grade of goods to compete with these stores, but no good merchant cares to sell such goods to customers living in their place. If they could get their money before shipping as catalogue houses do, and send the goods to people whom they have no interest in, they might consent to do such business.

It is a curious characteristic of human nature that some people are always "forninst" the store keeper, and will pay more for the same goods to some one not living in

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their place. The resident merchant can afford to and will furnish his customer the same quality of goods at the same or less price if he is satisfied that that is the kind of goods his customer wants, but the feeling of opposition to the merchant organizes clubs to send away for goods, injuring the prosperity of their own village, not realizing the value of having a successful merchant among them.

Merchants are usually valuable citizens and the citizens of a place can well afford to desire his prosperity.

When the retailer suffers from these "fake" houses, the jobber does also, and they are alike interested in preventing the success of all "fake" traders. The jobber should keep out of the pasture that belongs to the retailer, and the retailer can afford to let the jobber have his. The most successful retailers are those who buy often, keep up their assortments, and the jobber is an important aid to this method. Buying from manufacturers may contribute to one's vanity, but it is not necessarily profitable financially and in many cases results in loss. Both jobbers and retailers should refuse to handle any brand of goods advertised by catalogue houses or sold in department stores, and if they would act together, every manufacturer supplying such stores can easily be listed. Let manufacturers who want that trade confine themselves to it, as neither jobbers nor retailers can afford to carry their goods in stock. When jobbers refuse to buy of them, they go to the retailer and the retailer cuts his own throat by keeping such goods in stock.

If the jobbers and retailers will work together, they can do much to prevent the increase of this evil.

The Lockwood-Taylor Hardware Co.

THE DAVENPORT TRADE.

The demoralization in the nail and wire market is a thing of the past, and we have heard of no irregularities in prices of these goods since the meeting of the Iowa Hardware Jobbers at Des Moines on March 14th. Had it not been for this State organization there is no telling how low the prices of staple hardware would have dropped throughout the State of Iowa. The sooner jobbers learn that it is to their interest to adopt at all times the established prices and terms fixed by the manufacturers the better it will be for us all.

The aggregate of sales is greater than a year ago for the reason that prices are higher, but the tonnage comparison would hardly show much improvement.

The season is late, but the indications are that the present delightful Spring weather will encourage the commencement of building operations, which will, in turn, stimulate trade in builders' Hardware and mechanics' tools.

Collections are satisfactory.

Sickels, Preston & Nutting Co.

THE MINNEAPOLIS TRADE.

We are having excellent weather and many other indications point to very fair prospects of good Spring business. Some little labor troubles; lock out of plasterers and some disaffection among carpenters, but it is expected these matters will adjust themselves very shortly, and it is not thought that they will spread to other branches. Without labor troubles here we can reasonably expect an exceedingly satisfactory year. Everyone is busy, labor well employed and at the highest wages; banks having calls for all the money they care to loan; people buying quite freely, paying the advanced prices with very little complaint; considerable building going on, with prospect of an exceedingly good year; flour mills grinding more wheat than ever before; mills increasing their capacity, using all the latest known devices, working day and night; lumber prices firm at advances that have been made from time to time during the year. It was thought there might be a scarcity of logs, as the first few weeks during the winter season, on account of the mild weather and no snow, logs could not be hauled, but later this adjusted itself, and, although the amount of logs put in will not be as large as anticipated, there will, undoubtedly, be sufficient for reasonable demands.

We are exceedingly busy, not however entirely in selling goods. Have been fitting up a new store the past three months. Have just moved and are now trying to put away our goods and adapt ourselves to our new location, with many things still in an incomplete state. We hope, however, within the next two weeks or so to be fairly well settled, although it will be a much longer time before we get all sampled up and everything arranged just as we contemplate. We shall, however, have a much better location. Change in conditions, growth of the city and general tendency to move up town and away from the older locations on account of more attractive and modern establishments, made it seem necessary to make the change, although the old store has been a Hardware establishment since it was built, thirty-five years ago. To-day, while having the signs removed and the last of the old fixtures taken out, the writer could not help feeling regret, although this corporation had occupied the premises only during the last twelve years. The building has been sold and will be used for other purposes, thus severing the tie, as far as this location is concerned, to a business that started away back in 1855 by Ex-Governor John S. Pillsbury, who later traded his Hardware store for a flour mill, which was the basis of the great Pillsbury-Washburn Mills.



W. K MORISON.

Meanwhile Minneapolis has grown from the small, straggling village of St. Anthony on the east side of the river to a city of nearly 225,000 people, the largest manufacturer of flour and lumber in the world, certainly a very attractive city and a very satisfactory one to live in.

We suffered as others did during the hard times. Prosperity came to us, perhaps, somewhat earlier than it did to the East, and certainly conditions are favorable now for a continuation.

W. K. Morison & Co.

THE DENVER TRADE.

We wish to congratulate you on another anniversary. We wish to congratulate the Hardware trade generally that they have you with us, and, perhaps, right here everybody should be congratulated on the wide-spread prosperity and opportunities of similar description. When we have don this, followed by a sincere wish that like conditions may continue for many years, what more can we say? It tells the whole story. Trade, of course, is good and continually growing better. The retailers who a year ago seemed to be buying heavily, and apparently in anticipation of higher prices, are buying heavier to-day because the people want the goods. The slump in prices anticipated by so many has not materialized, and seems further in the future and not so frightful. We have every hope and prospect of a

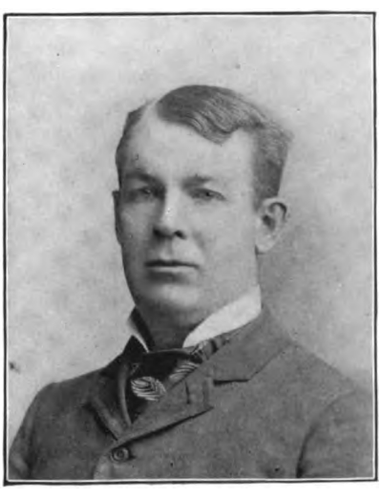
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good business in 1900, and we trust our neighbors far and near have as good a prospect, and that it will materialize.

The George Tritch Hardware Co.

THE OMAHA TRADE.

The trend of business of the past few weeks has been all that could be expected for this season of the year. While undoubtedly in some lines the prices have had a tendency to reduce the tonnage, the volume of business has been surprisingly large. Season goods have moved with a considerable degree of activity, and in the line of wire cloth, screen doors, poultry netting, steel goods, etc., orders have been freely placed. On barbed wire and nails, the trade, while in tonnage somewhat below the average, is,



W. S. WRIGHT.

nevertheless, well distributed, and indicates light stocks in the hands of the retail dealers. The activity in building circles is pronounced and, contrary to predictions, high prices do not appear to have curtailed the disposition to build, but rather increase the demand for building and make it necessary that the want be supplied. Reports from the agricultural districts indicate unusually favorable prospects for the coming season, and in this section no discordant note appears to interrupt the wave of activity and prosperity. Collections, which lagged to a considerable extent in February, have materially improved, and at present little or no demand is being made for extensions.

Rector & Wilhelmy Co.

THE CHICAGO TRADE.

The most important event that has lately occurred and one that has had quite an important bearing on the general trade of Chicago, is the practical close of the machinists' strike this week.

Already we can see evidences of a change for the better, in the demand for goods from the city trade, and the improved Spring weather has materially assisted our country salesmen in securing much larger orders from the retail country trade.

With pork, lard and live hogs higher than they have been since 1895, and corn up to 41 cents; cattle and horses bringing as large a price as any time in ten years, there is no



J. B. NELLEGAR.

reason why the demand for Hardware should not exceed that of last year.

Prices of goods, as a rule, are firm. We have lately received advances of fifty cents per box on axes. Higher prices on several smaller lines and no indication from combination or other manufacturer of lower prices on either nails or wire products.

We learn that the Sheet Steel Combination has been consummated at last, which we fear may advance still further sheet steel, galvanized iron and other similar lines. Collections are good and apparently retail dealers' prospects in both city and country are excellent.

Wells & Nellegar Co.

AT THE TRAPS
OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

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"PERFECT"



OILER.

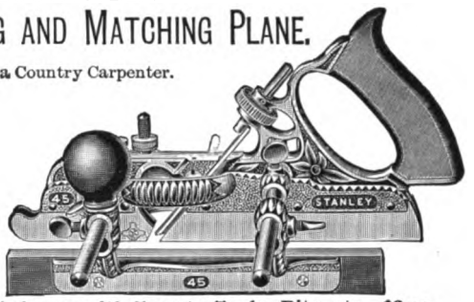
For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. DOES NOT LEAK. The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

STANLEY'S ADJUSTABLE

BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

THE COLUMBUS TRADE.

The writer has been out of the Hardware business for nearly five weeks, rusticating in Southern Florida. It is not necessary to say that I had a good time and forgot that there was a busy world elsewhere. I was busy all the time doing nothing—or fishing. Possibly some people can not distinguish between the two, but if they get a 30-lb Channel bass on the other end of two or three hundred feet of a 15-thread line attached to a reel and a light rod, they would realize they had plenty to do for half an hour or more if they landed said bass.

Without doubt, the Indian River is an ideal place for a piscatorial crank. Any person interested in expansion should catch a toad fish. When you catch him, you have a fish perhaps three inches thick, but in about one minute he is the size of a 10-lb bladder of putty. They are all right as a curiosity but no good to eat. Florida is all right for about three months in the year but I would not like it for steady diet. If they only could convert some of their natural products to cash—what a gold mine they would have. They have plenty of sand to do it with but I fear it is not the kind of sand that is necessary to make money. We often hear the remark that you lack sand. Well, they don't lack sand in Florida. It is everywhere. When you ride on the cars, you breathe sand with a little air mixed in.

Palms are prized highly in the North and are pretty in a conservatory, but are not as pretty where they are so thick you can't see the ground. The large ones which are isolated and in the shade are beautiful, but there are thousands of acres where the timber has been cut off now covered thick with scrubby, sun burnt palms. A great many of the towns are summer resorts, and after tourists leave, the inhabitants have but little income until another season comes. I refer to the natives who live there all the year. I think however from the prices they charge they can get along all right. One gentleman figured it about right when he said "Tourists lived on fish and the natives live on tourists." One of the amusements the native Florida Cracker gets up for the tourist is alligator hunting. They put a circular in the hotels announcing that there will be a grand alligator hunt on a certain day, and the expense for each will be $2. I was primed for alligator hunting although I could not remember of losing any, but a conversation between the promoter and a former victim admonished me that if I was wise I would hang on to my $2. They say that it is a fact that the enterprising alligator hunters plant alligators in some swamp and then get a lot of tender feet and go and capture them alive. Of course the tender feet have no use for them after they take them to the hotel and lie about their hair-raising experience awhile, so Mr. Cracker gets the 'gators and coops them up until he can get another batch of suckers. One gentleman said he had been out three times and one of the 'gators recognized him and was very friendly and liked to be lassoed. 'Gators are kind of human, and like to be carried to the hotels and have the pretty women look at them. You do not know how good I feel to know that I did not get taken in for $2 on that deal. It is the only instance that I recall that I was not a dead easy mark, and bit like a Channel bass, by swallowing the whole bait.

I was surprised to see so much activity in the cities further north. Jacksonville, Fla., and Columbia, S. C., are two busy cities and numerous factory buildings are going up. Cotton mills are being erected in many of the small as well as large places, and it would seem that the South will soon be the market for finished cotton goods of all description, and as the cotton is raised there the finished product can be manufactured there cheaper than in the East.

I did not find many radical changes in prices during my

THE CHICAGO WASHER.



A double rubbing, double process machine. Does work no other can do, because two washboard-like surfaces, self-regulating, moving in opposite directions at the same time, subject the clothes to a gentle and efficient rubbing. Rocks like a cradle. Operated while standing. Easy on operator. Easy on clothes. Avoids back-ache. Washes blankets, comforts, or adjusts itself to a single piece. Best Washer in the world for dainty linens, which will not wear out or injure in the least. Cannot get out of order. Top closes tightly, keeping sickening odor of steam, soap-suds. One live dealer wanted in every town. Secure territory now.

FAMOUS MANUFACTURING CO.,
39 W. Randolph St., - CHICAGO, ILL.

MAPLE SUPPLIES



SYRUP CANS,
SAP PAILS,
PAIL COVERS,
Etc.

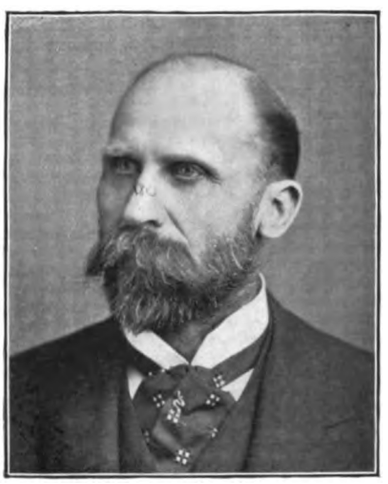
If you handle these goods, you need our catalogue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

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absence. Wire and nails, rope, bolts, screws, strap hinges, shovels and most all of the staple articles remain the same as a few weeks ago with the manufacturers, but there seems to be a disposition among jobbers to sell goods at a less price than manufacturers do. This is especially true on bolts, screws and shovels, and prices are anything but regular. One jobber wants to reduce stock on one line and another one on some other line, so it results in demoralization on a great many articles. The market at the close of the year will decide whether this is a wise policy or not. If prices remain firm with manufacturers, and dealers have to replenish their stock at the high price, it will have been an unwise policy, and there is no indication of weakness



J. H. SMITH.

on the general line. There are some articles that show signs of weakness, but I think it is caused by the jobber. Manufacturers are still behind on many goods, and still have contracts at prices considerably below the present price. Most manufacturers have a great many customers among the large retail and wholesale dealers, but cannot sell that class of trade now because jobbers are underselling them. Some of them are getting tired of it and are showing a disposition to meet the jobbers' prices and even better. No one can blame them if they keep up with the jobbers in price cutting. If jobbers do not want to make money by maintaining prices, why should the manufacturer maintain prices. Bolts are still hard to get, steel goods are going to be scarce, and it looks very much as though there will be a scarcity on several seasonable lines. Trade is good notwithstanding the advanced prices, but no doubt a much larger business would be done if building material was lower. Capitalists and home builders are postponing intended improvements owing to the high price of material. The weather is as unsettled as prices and I think all will welcome a settled condition on both.

The Smith Bros. Hardware Co.

THE SAN FRANCISCO TRADE.

This letter is closed April 2d for the 8:30 A. M. Overland Mail, about two hours before the convening in this city of the Interstate Commerce Commission to hear testimony from Hardware jobbers of the Pacific Coast, St. Louis and Chicago relating to overland carload and less than carload rates, the prediction being that the commission will be a full fortnight in session.

Frank N. Johnson, manager of the Simmons Hardware Co., of St. Louis, which is interested in this session of the Interstate Commerce Commission, arrived here two days ago. In an interview Mr. Johnson remarked that the St. Louis Business Men's League would make a strong showing before the Commission, proving to the members that there is a combination in restraint of trade between the Pacific Coast jobbers and the Southern Pacific company, and that prevailing freight rates from east to west enables the coast jobbers to charge the consumer excessive prices. Mr. Johnson's position is that less than carload lots ought not to be brought down to the level of carload lots, but that it is wrong to have rates on less than carload lots so high as to practically bar eastern competition from the coast and enable local jobbers to form a trust.

Charles Watts of the new incorporation, The Alexander-Yost Co., successors to Osborn & Alexander, of which notably prosperous retail house Mr. Watts was manager for twenty-seven years, was also conferred with on the evening of March 31st. From the standpoint of view of this close observing retailer, speaking to the question of prices, no further early-day advance can reasonably be anticipated, but rather the contrary; and, therefore, he denominates the very active local retail trade now everywhere in evidence as being conducted on the hand-to-mouth principle.

"No," continued Mr. Watts, "a consuming interest on the part of the retail trade relative to the matter of carload and less than carload freight rates, which is *casus belli* now raging between the Middle West and Pacific Coast jobbers, is not apparent within local retail trade circles. As a matter of fact, while I am of the opinion that the local retail trade generally has an impression that local jobbers are excessive in charges on some lines, yet, on the whole, because of the efforts of Middle West catalogue houses to do business with coast consumers, naturally our clientals and neighbors, I believe the prevailing sentiment on the part of retailers is a disposition to favor a continuance of differentials now in vogue."

At the fine builders' Hardware, tools and retail cutlery house of Philpott & Armstrong it was learned that their most robust salesman, James G. Chown, had handed in his resignation, and was busy outfitting himself for an early-day start for Cape Nome. Anent trade conditions Mr. Armstrong remarked that trade is just a little bit too active to permit of sufficient time for healthful rest. "The condition with us is that we are away behind in getting out our orders," Mr. Armstrong said.

The retail trade condition referred to by the above dealer in builders' Hardware would dovetail nicely with this excerpt from the last seven days report of an authority on city real estate and building: "Residence building is progressing in all parts of the city with a rapidity which has not been noticeable for years. This building of homes is one of the best signs of general prosperity."

John W. Gates, president of the American Steel & Wire Co., is touring California in a private car with his father and son and the members of their respective families. Of the several dozen plants belonging to this company, the California Wire Works, under the local administration of A. S. Hallidie, is one. Responsive to inquiry a few days ago Mr. Gates said:

"Last year our company exported 12 per cent. more



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goods than in 1898. This year we will export 75 per cent. more than in 1899. Seven years ago we opened an office in London with two or three clerks and did not expect to do very much business there for a long while. Last year our London office had fifty clerks employed and did $15,000,000 of business. We export to a dozen or more countries. Yes, I was a witness before the Congressional Industrial Commission. I told it that an abolition of protective duties on our steel products would injure the transportation companies more than it would us. In some lines of goods we have orders ahead for eight months and eighteen months for other lines. Our transpacific shipments are constantly on the increase."

THE GRAPHITE TRADE.

Orders come in with clockwork regularity, but conditions are changing.

We notice a disposition to order more frequently and not as largely, but the result has been for the first quarter of this year that the sales have footed up a very satisfactory increase over the corresponding period of 1899.

Salesmen report that the stocks in customers' stores show no signs of being filled up, while an increasing number of inquiries for prices give evidence of a demand yet unsatisfied; in fact, business is good, and prosperity abides with us, apparently contented, and certainly welcome.

We are pushing the big new factory towards completion, and in a few weeks travelers on the Pennsylvania Railroad will be attracted by a handsome chimney of terra cotta useful, ornamental and monumental—such a chimney as dull business would not warrant.

We do not imagine that the Presidential canvass of this year will cause any depressing effect on business. There is too much general prosperity, and people are too busy to give the usual attention to campaign excitements.

Joseph Dixon Crucible Co.

Calculating Machines.

The ancient abacus and its variant, the Chinese swan-pan, are rude calculating machines. So, after a fashion, is a handful of beans or a pile of counters. But the first real attempt at calculation by a mechanical appliance was made about 1650 A. D. by the French philosopher Pascal, then a lad of nineteen. His machine, working by a series of gear-wheels with numbers on them, could add and subtract, but was of little practical use. Better machines were made by the German philosopher Leibnitz and by Professor Saunderson, of Cambridge University, and these led up to what is still regarded as the prince of calculating machines—that of Charles Babbage.

To describe this machine in full, and tell the story of its manufacture, so far as it went, would take several volumes, since even a large quarto volume, devoted entirely to the subject, leaves out a great deal about it that it would be interesting to know. Babbage's machine was designed to calculate elaborate tables and automatically set them up in type, or else supply a mold in which stereo typed plates of the tables could be cast. After many experiments, he constructed his first difference engine, as he called it, for the reason that he employed a method of differences as a general principle on which to base the calculations.

As soon as the first machine was completed Babbage received instructions from the British Government to construct another and more comprehensive one at their expense. Six years after this order was given the Treasury appointed a very strong committee to examine and report upon the portion of the machinery then executed and the design for the whole engine. The result was a very strong expression of opinion in favor of the machine, but the expense was enormous. The government finally declined further supplies, and in 1833 the construction of the engine was relinquished. The second difference engine was a huge instrument of marvelous power, and an illustration that Babbage himself uses as a kind of illustration of a miracle shows one feature of its performances in an interesting way. He said that his machine could go on for years working by the same formula. It could then change without human intervention to another formula for a single calculation, and subsequently resume working by the original formula. But, great as were the powers of this second difference engine, Babbage had conceived an even more elaborate machine, which he called the analytical engine, which would completely supersede the difference engine, on which, in its incompleted state, the government had already spent £17,000. It is not wonderful that the Chancellor of the Exchequer declined to supply any more funds under these circumstances.

Since Babbage's day many small calculating machines of various kinds have been invented. But only five of these machines are worth mentioning. One of these, invented during the past few years, is Burroughes' registering accountant, which performs addition by striking keys like those of a typewriter, and at the same time types on a strip of paper the amounts that have been added. This machine seems to be mechanically successful, but is, we believe, not now commercially obtainable. It is somewhat heavy and cumbersome, requiring ten keys for every column in a row that it is desired to add. Another moderately practical machine is an American invention called the comptometer. This also is actuated by keys like those of a typewriter, and, by means of it, it is simple to add, feasible to subtract, and within the bounds of possibility to multiply or divide; for the latter purposes it is altogether inferior to Tate's arithmometer. A machine that has much that is pleasing about its design is the Brunsviga, but its workmanship is not sufficiently good to stand much wear and tear. The writer obtained one about five years ago, and has long since worn it out.

The only really satisfactory machine for multiplication and division was invented by Thomas de Colmar about 1850. This was subsequently improved in design and workmanship, without being altered in principle, by an Englishman named Tate, and years of hard work at one of these machines has led to the keenest appreciation of its powers. It never makes a mistake, it practically never gets out of order, it performs multiplication and subtraction with ridiculous ease, it makes the abstraction of the square root quite a fascinating operation, and for many purposes can be used by an unskilled operator with entire confidence that the calculations will be correctly performed. The arithmometer is largely used by life insurance companies, and any one whose work consists to any great extent of calculations can scarcely be too thankful that it was invented. It is contained in a box about two feet long and six inches high.—*London Pall Mall Gazette.*

Acetylene Gas.

In comparison with other hydro-carbon flames of equal lighting power, that of acetylene is comparatively cool, a twenty-four candle power acetylene flame producing but little more heat than is developed by an incandescent light of equal power.

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tainly reasonable and need not prevent any fairly well-to-do individual from enjoying its many advantages.

Half a cent per hour for a twenty-four candle power light cannot be considered an extravagance. Some of our patrons have sent us certificates to the effect that acetylene does not cost them any more than coal oil did for lighting their stores, and we are not prepared to dispute them.

F. Cortez Wilson.

"The American Birmingham."

In 1872, a little less than three decades ago, the citizens of Newark, N. J., proud of the splendid industrial status of their city, the metropolis of an important manufacturing State, invited the world to witness an exhibition of her achievement. But few Americans had realized then the annual productive output of this great beehive of skilled artisans and buzzing machinery. It awakened as keen interest throughout the country as if it were a revelation. Within cannon-shot of the biggest city of the country, Newark had ripened into a robust individuality of her own, which leaped to the farthest mark in the multiplicity of her manufactures. The energy of her people and the ingenuity with which the perfections of mechanisms were made to heighten the capacity of the handicraft work had translated Newark industry into a striking chapter of the great modern epic. The Exposition of 1872 illuminated that so vividly that it counted thereafter in common thought for its full worth as one of the greater interests in the productive problem of the country. Newark was justly proud of her showing.

But, if it was a triumph for Newark pride, it was in still larger degree a powerful element in the expansion of Newark wealth and enterprise. Even during the two months of its existence there was a large increase of trade, and fresh installations of manufacturing enterprise were then planned in the new light shed on the importance of this city as a most attractive sight for such investments of capital. It is within bounds to say that after that exhibition of industrial art and achievement ten men sized the manufacturing biguess of Newark where one had measured it before. Yet that episode of 1872 was a small affair as compared even with expositions less in pretence than world's fairs since that time. In spite of this relative modesty, the "American Birmingham" thrilled with fresh life in every artery of her enterprise as a definite result. Her progress had been of swift pace before. Since, it has advanced by leaps and bounds.

That exposition was nearly thirty years ago. The industrial development of Newark to-day presents a new phenomenon far more startling as a fact of comparative growth than did that tidemark of effort. Time is now ripe for a new exposition which shall exploit the expanded greatness of Newark in a manner befitting her rank among American cities, and that ambition which feeds so richly on what she has done and is now doing. The Evening News takes this opportunity to present its suggestion to the capitalists, the manufacturers, the merchants, the professional men, the public officials, and all the good people of Newark and New Jersey who have an abiding faith and pride in this splendid city. That proposition is that a Great Industrial Fair be held in 1902. It is estimated that Newark will have a population of not far from thrice its population in 1872 by the figures of the forthcoming census. Those who best know the productive energy of intelligence, labor and capital behind this ratio of increase know that her industries and arts have marched with more than equal pace. Her exposition of 1872 told on eloquent story to the world. Her exposition of 1902 would present in vastly greater degree a spectacle of industrial aims carried to a commanding success which has promoted her to a noble status among American industrial centres.

This dress parade of skill, enterprise, equipment and achievement in the battle of industry Newark is now eminently entitled to display. It would not only marshal her own great resources, but those of the adjacent communities closely allied in common interest, and those of the proud commonwealth of which she is the metropolis. Nor would its significance be confined to State limits. In the new order of affairs commercial and manufacturing forces do not stop at imaginary lines. New York, Pennsylvania and other States, especially of the Atlantic seaboard, would without question align themselves with New Jersey in making a Newark Exposition of 1902 one of the most interesting in a series, and notable among the symbols of a period which demonstrates itself by precise methods. It is an age of expositions, for these only prove the dynamics of the time by pictorial display. Occasion has become preguant. Newark has only to mount her rightful pedestal and show the magic of her organizing skill in an exposition foremost among those which do not pretend to international scope, and yet which would not exclude it.

The whole country quivers with a torrent of industrial impulse unknown to its past. We have shot to a world power, towering among world powers. At the beginning of the twentieth century we shall enter the gate of the biggest of epochs. This country will play a star role on its vast stage. The industrial arts of Newark bear an important share in that outpour of distributing forces by which we are expanding to world-wide conquest. An adequate exposition of what she is and can be, inaugurated on the verge of the incalculable world of events now becoming noted, will mark her place in the furthering of the national triumph. And by that display of her resources she will have insured their ripening to a swift harvest, such as she can scarcely now estimate. According to Homer, it was not until Achilles had seen himself in all his shining panoply that he felt the certainty of his resistless strength.—*Newark (N. J.) Evening News.*

The First Automobile.

Automobilism was born in France, in 1769, with the steam carriage of Cugnot. This vehicle was of a crude, rudimentary and incomplete construction. The ideas of Cugnot were an entire century in advance of the mechanical means by which they could be realized. Everything was defective—motive power, steering, control. Nevertheless, the carriage ran, and ran so well, they say, that it broke down the enclosure of the ground on which it was tried. . . . It is in England, toward the third decade of the present century, that we see the idea of Cugnot reappear. The same impulse which moved English engineers to build railroads in order to free the great industrial centres from the economic tyranny of those who constructed canals, urged them to study methods of automobile locomotion on highways. That is to say, in its inception, automobile locomotion was considered as an auxiliary to the railroad, which it really is. Unfortunately, the promoters of new railway lines did not at all understand the respective spheres of action of the machine on the rail and the machine on the road. They took umbrage at automobile locomotion, and, since they had much capital and influence at their disposal, they secured a law from the English Parliament, which killed automobile locomotion effectively. The law ordained that a man carrying a red flag by day, or a red lantern by night, must be kept a hundred yards in advance of every automobile vehicle.

It is necessary to return to France, about 1885, to find the automobile vehicle again in evidence. At that time, MM. Bollee, at Mans, and the Comte de Dion, at Paris, constructed steam vehicles which ran in a satisfactory way. Then Serpollet devised his instantaneous vaporization boilers, which reduce to a minimum the chances of danger, so far as steam engines are concerned. After that time, automobile locomotion became a subject of talk—but the appearance in 1889 of a petroleum motor, with quaternary explosion features, gave matters an impulse which promises continuance.

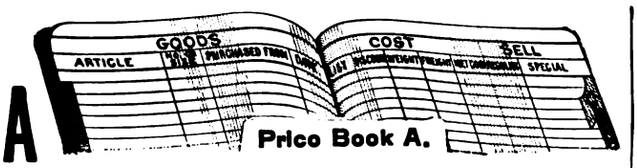
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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

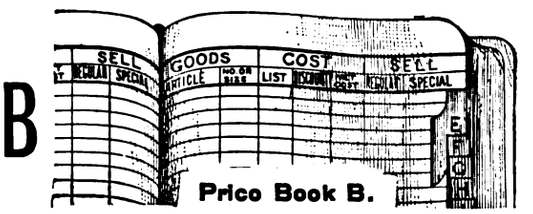
These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.



Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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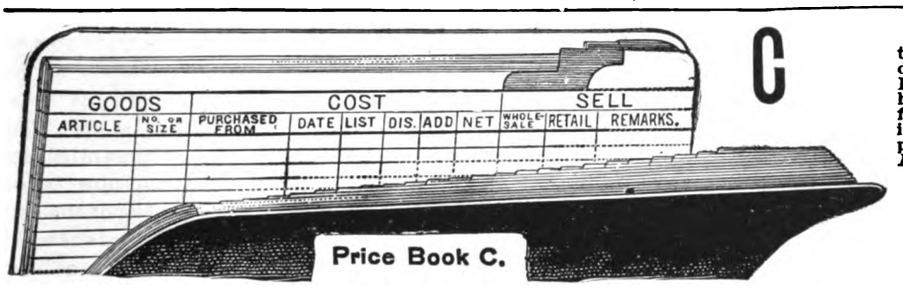
A, 200 pages,	$1.00	**A 2**, 400 pages,	$1.50
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In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. ***Page, 4 x 7 inches.***

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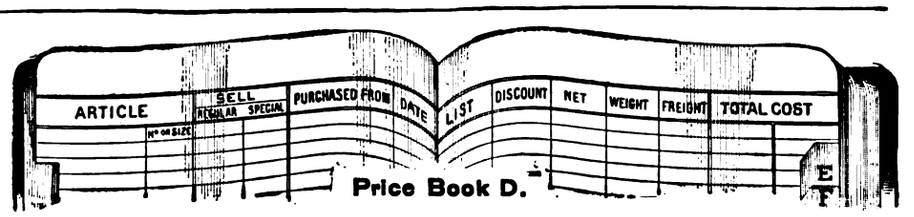
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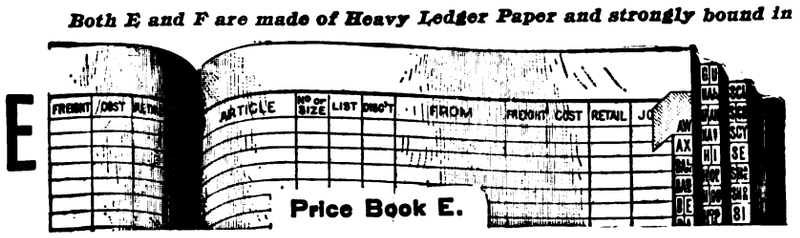


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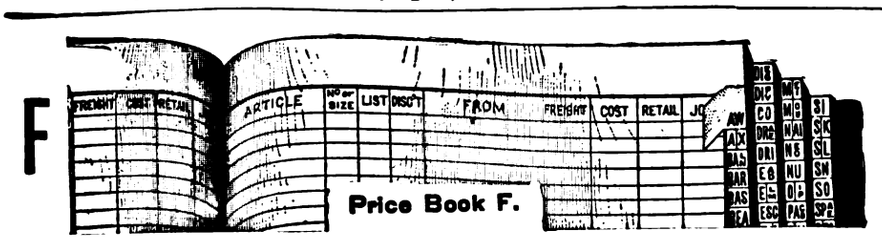
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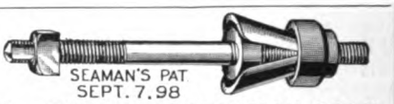


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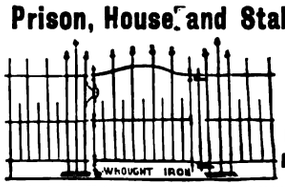
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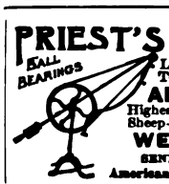
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CATALOGUE COMPILERS—Wanted, two first-class catalogue compilers. Work guaranteed until Jan. 1, 1901. Apply at once to FARWELL, OZMUN, KIRK & CO., St. Paul, Minn. 34

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in Illinois and Wisconsin. Address, stating experience, etc., C. C., care HARDWARE, No. 143 Chambers Street, New York. 19

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER —A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, No, 143 Chambers Street, New York. 53

RETAIL MANAGER.—An up-to-date Hardwareman as manager of retail department. Must be a hustler and know his business. State wages, age and reference. Address CARLTON HARDWARE CO., Calumet, Mich. 17

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, No. 143 Chambers Street, New York. 52

TRAVELING SALESMAN for New York State, the East and Canada To visit the Hardware and drug trade particularly. One having experience preferred. Address, W. N., care HARDWARE, No. 143 Chambers Street, New York. a

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE —By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, No. 143 Chambers Street, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, No. 143 Chambers Street, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMMERCIAL TRAVELER, well posted, would like to represent an American house desirous of pushing specialties on the English markets. Has considerable experience in United States and England. Good references. Address, H. KIMPTON, No. 1412 Amsterdam Avenue, New York, N. Y. 41

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, No 143 Chambers Street, New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman wants position in any capacity. Address W., care HARDWARE, No 143 Chambers Street, New York. 13

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, No. 143 Chambers Street, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

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Situations Wanted.

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, No. 143 Chambers Street, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, No. 143 Chambers Street, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE.—By a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER —As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

ROAD SALESMAN.—Young man (23) of good address and business tact, desires position as inside or road salesman. Six years all around experience in largest wholesale Hardware house. Address ENERGETIC, care HARDWARE, No. 143 Chambers Street, New York. 35

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO., Cleveland, Ohio. 10

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

TRAVELING SALESMEN—First-class traveling salesmen to sell as a side line a fast selling article to Hardware and sporting goods trade. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 51

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Libeal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

A Business Opportunity.

NEW HARDWARE STORE—An experienced man, with sufficient capital to open a Hardware, housefurnishing and implement store, with plumbing and gas-fitting; in the best railroad and river town in Western Pennsylvania. No competition. Large population, and extensive country trade. Natural gas. Paved streets, city water, etc. Needs the store to supply the large, growing demand. Address S. MORGAN, Freedom, Pa. 32

Hardware Stores for Sale.

GOOD WILL AND STOCK.—Wholesale and retail Hardware business, established 35 years, in perfect running order. Located in New York State, city of 50,000 inhabitants. Excellent railroad centre, low freight rates, best shipping facilities. Established trade with leading builders, manufacturers, blacksmiths, country merchants, and good, reliable trade. Stock approximately $25,000 including fixtures. Can be reduced quickly to $12,000. Inspection invited. Address, GRISWOLD, MALONEY & CO., Owners, Elmira, N. Y. 61

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

AGENTS WANTED.—Wanted agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

Paris Exposition 1900.

A FRENCH GENTLEMAN of good business ability and commercia experience in New York, well connected in Paris and France generally, would like to represent, at the coming Paris Expcsition, one or several American Hardware firms, with possibility of opening an agency for France after close of exposition. Highest Paris and New York references. Personal interview requested. Address, A. C. Room 502, No. 3 Union Square, New York. 58

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WRITE FOR QUOTATIONS



FANCY BOX CATCHES.
BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N. Y.
—MANUFACTURERS OF—
METAL GOODS IN BRASS, BRONZE AND TIN
LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

STERLING BELLS.
CONTINUOUS RINGING



With Rotary Movement and Non-Revolving Gongs.

Best on Earth.

SEND FOR CATALOGUE "D."

N. N. HILL BRASS CO., East Hampton, Conn.



IMPROVED
YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

MANUFACTURED BY
AMERICAN CUTLERY CO., Chicago, Ill.

THE AUDIT COMPANY
OF NEW YORK,
CORNER CEDAR and WILLIAM STREETS,
QUEEN BUILDING.

Acting President, AUGUST BELMONT. Vice-President, WILLIAM A NASH
Manager, THOMAS L. GREENE. Secretary and Treasurer, EDWARD T. PERINE.
Consulting Engineers, WM. BARCLAY PARSONS F. S. PEARSON, FORD, BACON & DAVIS.

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James Stillman,	Charles R. Flint,
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Marcellus Hartley,	George W. Young

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Walter G. Oakman,	Charles S. Fairchild,
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Isaac N. Seligman,	E. R. Chapman,
Louis Fitzgerald,	Charles T. Barney.

Physical and Accounting Examinations.

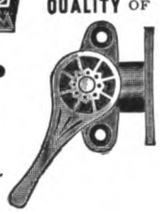
In addition to accounting examinations, the charter of The Audit Company of New York authorizes it to examine and report upon the physical condition and economy of operation of Electric Railway, Illuminating and other Companies. It also appraises the values of manufacturing and other plants.

Physical and accounting examinations combined afford a correct basis for corporation financing and for the valuation of corporate securities or partnership interests.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

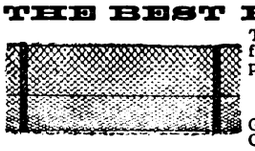
Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.



The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

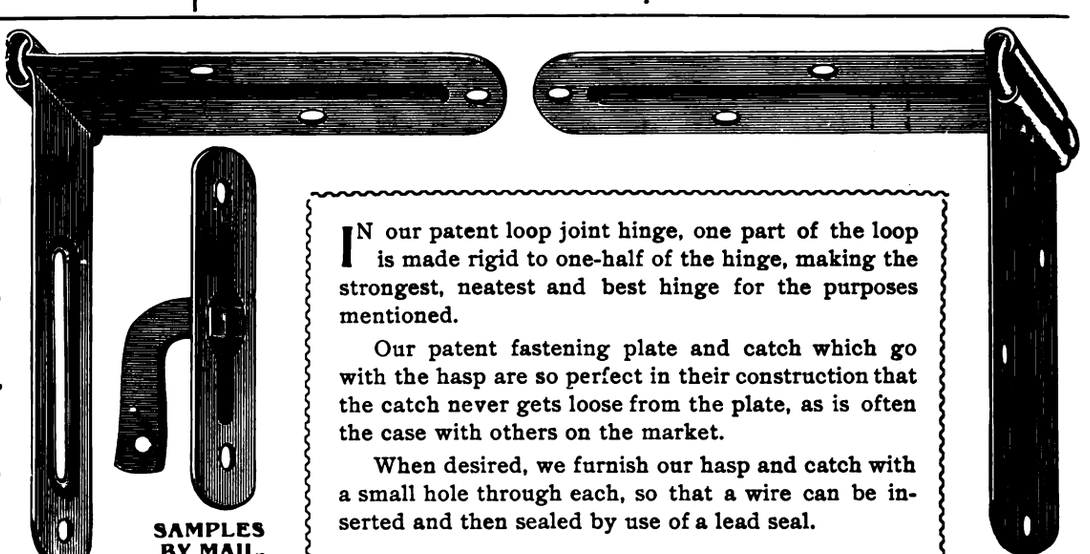
THE BEST FENCE.



The best fence for farm and poultry purposes . . Also Gates and Lawn Fencing.
Get our prices and Catalogue. . . .

DETROIT FENCE CO.,
Box A, 18 Atwater St E., DETROIT, MICH.

CARY'S PATENT
HINGE
AND
HASP
Designed Especially for
Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.
CARY MFG. CO.,
19-21 Roosevelt St.,
NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's....
Ship Carpenters " ....
Railroad " .... } 50%

Ammunition—

CAPS, PERCUSSION—⅌ 1000—

U. M. C. Co., trimmed edge.....40c
J. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D 85c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.. .....10&5%
Primed Shells and Bul'ts.....15&5%
S. B. Caps, Round Ball.....25&10%
S.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers, ...5%
B. L. Caps (for Sturtevant Shells) 5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.. .....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
Trap," Nitro Powder...40&10& 10&5%

GUN WADS—⅌ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50 } 20%

SHOT—

Tatham Bros., List Feb. 5, 1900.
Drop Shot, sizes smaller than B, 25-lb bags ⅌ bag.....$1.50
Drop Shot, sizes smaller than B, 5-lb bags, ⅌ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, ⅌ bag.....$1.75
Drop Shot, B and larger sizes, 5-lb bags, ⅌ bag.....$ .40
Buck Shot, 25-lb bags, ⅌ bag...$1.75
Buck Shot, 5-lb bags, ⅌ bag....$ .40
Chilled Shot, 25-lb bags, ⅌ bag.$1.75
Chilled Shot, 5-lb bags ⅌ bag..$ .40
Dust Shot, 25-lb bags, ⅌ bag....$2.10
Dust Shot, 5-lb bags, ⅌ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .35
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 1.75
Nos. 1, and 2, in ¼ kegs of 6¼ lb each..... .90
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 3.00
F, FF, FFF, in ½ kegs of 12½ each..... 1.75
F, FF, FFF, in ¼ kegs of 6¼ lb each..... .90
Meal Powder, In kegs of 25 lb each..... 3 00
[For 1000 lb lots 10% discount.]
Shipping Powder, OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," OO, C, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .35
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs. 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose,
Camp's Success.....⅌ doz. $3.80
Gallen Safety.....⅌ doz. $3.75
Hartman's Pivot.....⅌ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....⅌ doz. $3.25
Western.....⅌ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....6i %
Steel Drive.....40%
Kohler's:
Invisible, No. 3.....⅌ gro. $5.80
Perfect, No. 2.....⅌ gro. $7.00
Bolt Holder, No. 1.....⅌ gro. $9.00

Anvils—

American "Horse-Shoe".....9¾c
Armitage's Mouse Hole.....9¾c
Eagle Anvils, ⅌ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¾c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..15%

Augers and Bits—

Boring Machine. ..60&10@60&10&5%
Com. Auger Bits...60&10@60&10&5%
Cook's:
Augers.....50@50&10%
Augers, Millwrights.....45%
Auger Bits.....50@50&10&5%
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80.45%
Nobles Double Spur, No. 88.....60%
No. 10 Extension Lip.....33⅓%
No. 10 Extension Lip Car Bit 33⅓%
Machine Car Bits, No. 10...33⅓&5%
Machine Car Bits No. 30.....40%
Ring Augers.....60&10&1 %
Jennings' Pattern.....60%
Job T. Pugh's, Black.....20%
Job T. Pugh's, Jennings Pat.....35
Snell's Ship Auger Pattern Car Bits.....25&10%
Swan's:
Jenning's Pattern Auger Bits..60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine ...25%
Russell Jennings' Augers and Bits. 25&10&5%

HOLLOW AUGERS—

Ames .....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....25&10%
Ives.....25&10%
Millers Falls, Goodell.....15&7½%
Swan's.....5%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, ⅌ doz. $60....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....40&10@50%
Mayhew's Diamond ⅌ doz. $1.25..40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds'.....60&10%
Mayhew's.....40&10%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.60& 10&5%
for metal. 60&10&5%
Cleveland Wood Bits for Brace 50&10%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood.....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard .....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's.....15@15&10%
Snell's.....50&10%
Watrous'.....33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg 50%
Sewing, Com.....65c@$1.00
Should. Peg.....50%
Shouldered Brad.....50
Socket Scratch ⅌ doz.....$1.1
Stanley Rule & Level'
Handled Brad..... .....20&10%
Patent Pegging.... .....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10 ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 ⅌ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands. $6.50@7.00
First quality, other " $6.00@6.50
Beveled add 25c ⅌ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....33⅓&2½%
Lathing.....33⅓&5 %
Shingling.....33⅓&5 %
Warehouse.....33⅓&5 %
Vulcan Tool Co.....40&5%
D. Simmons & Co..
Broad.....
Shingling and Claw .... } 50&5
Lath, Hunters' etc ..... }
M. C. Ogden's:
Broad.....40%
Shingling, Claw, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.30
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.....40%
Large Dial, Class D.....30%

Balances, Sash.
Pullman's.... .....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Eastlake.....60&10%
Pure Bell Metal.....55%
Globe (Cone's Patent).....35%
Silver Chime.....35%
White Metal.....65&5%

DOOR—

Trip, Gem.....40%
Alarm, Abbe's 40%
Alarm, Yankee.....50%
Gong, Abbe's.....40%
Gong, Yankee.....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure..... ....45@50%

COW—

Com'n Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....35&10%
Moulders.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless, stitched 40%

Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade .....50@10%
War. 2 XL.....40

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....25%
Millers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....11¼c
Standard, 500 ft to ℔.....11¼c
Manila, 6.0 ft to ℔.....14¼c
Pure Manila, 650 ft. to ℔.....15¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $2.....33⅓%
Excelsior..₱ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forhans Improved Star Tenon ₱ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Eddy's.....60&10%
Harts' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c.50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7½%
Wrought Square.....60%
Wrought Shutter, Standard list.. 40&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Dec. 28, 99, 57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96...73½%
Norway, Phila., list Feb. 26, '96.70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%
STOVE AND PLOW—
Plow.....50&10%
R. B. & W., Plow.....50%
Stove, List Dec. 28, '99.....60%
MISCELLANEOUS—
Sink.....62½%

Bone Mills—

Enterprise.....25@30%
Stearns.....40%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.75	$2.88
Jennings'	3.00	3.75
Millers Falls		$7.50 15%
Snell's, Rice's Pat.	2.60	2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list...66⅔@70%
Shelf, Fancy, Sargent's list.40&10@ 50&5%
Window Screen Corner.....60&10%
Reading, plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60&60&10%

Bright Wire Goods—

Standard. New list.....30%

Bull Rings—

Humason, Beckley & Co.'s.....30%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....30%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works 33⅓@40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.. .....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96. 25&10%
CAST IRON—
Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns, 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50@ 50&10%
Bronzed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc....
} 60@60&10%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....65%

Can Openers—

American.....₱ gross $1.75@$2.00
Goodell's Acme.....₱ gr. $4.00
No. 5, Iron Handle, ₱ gr....$2.00@$2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ₱ doz. $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz. $3.00.....50%

Cards—

Cotton.....35%
Horse and Curry.....35%
Wool.....35%

Carpet Stretchers—

Montross' "Excelsior," $6.00 ₱ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.....80c
Socket.....₱ doz. $1.77@$3.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cycling Bearings	₱ doz. $27.00
Crystal		₱ doz. $36.00
Gold Medal		₱ doz. $24.00
Grand		₱ doz. $36.00
Grand Rapids.		₱ doz. $32.00
Hall		₱ doz. $60.00
Prize		₱ doz. $24.00
Premier		₱ doz. $24.00
Superior		₱ doz. $24.00
Welcome		₱ doz. $24.00
Club		₱ doz. $54.00
Crown Jewel, japan finish, ₱ doz		$19.00
Crown Jewel, nickel, ₱ doz.		$31.00
Furniture Protector, Japan		₱ doz. $32.00
Furniture Protector, Nickel		₱ doz. $24.00
"Standard A," Jap.		₱ doz. $20.00
"Standard A," Nick.		₱ doz. $32.00

Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby	₱ doz. $3.00
Child's	₱ doz. $2.50
Little Daisy	₱ doz. $1.50
Little Jewel	₱ doz. $6.00
Little Queen	₱ doz. $3.50
Misses	₱ doz. $9.00

Quantity rebates on application.

Perfect, Nick	₱ doz. $20.00
Perfect, Jap	₱ doz $18 00
Champion, Nick	₱ doz. $17.00
Champion, Jap	₱ doz. $15.00

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net	$15.00
"Criterion," ₱ doz. net	$16.00
"Popular," ₱ doz. net	$18.00
"Sovereign," Nic. ₱ doz. net	$19.00

Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior	$ 9.00
Eureka	$12.50
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22.00
Common Sense, Cam-Aotion, Nic	$24.00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Imperial, Broom-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic	$33.00
Mammoth, Broom-Action, Nic	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter...50&5%
American Halter Chain...50@50&5%
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$6.75	6.35	5.85	5.00	4.85	4.75	4.50	4.40

Less than cask lots add ¼@½c ₱ ℔
Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chains...30%
Covert Mfg. Co. Halter Chain.....30%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain..5½@6c
German Coil, list July 24, '97...60@ 60&10%
German Halter Chain, list July 24, '97.....60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%
COW TIES—
American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Jute.....40%
Manilla.....40%
Sisal.....30%
Triumph.....40%

Chain Guards—

Aluminum S. & N. Co.....30%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10%
C. E. Jennings & Co. No 70.....25%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to ∂
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5 to ∂
Tanged Firmers'.....40@40&10%
COLD CHISELS—
Good quality, ₱ ℔.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50..25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

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Adjustable, Stearns'.....30%
Malleable, Stearns.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's... 50@50&10%
Carriage Makers' Stearns...50@50&10%
Carriage Makers' P. S. & W. Co.. 40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....$ doz. $3.25
Star Shank.....$ doz. $4.00
Star Socket.....$ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago....Each $8.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....$ doz. $7.50 net
Monitor.....$ doz. $8.00 net
Stewart Pat.....$ doz $9.00 net
Brown & Sharpes.....
Martin's.....

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List....50@50&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co... 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.40&10%
Samson.....$ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, $ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....$ gro. $3.75
Emerald.....$ gro. 5.00
Oriole.....$ gro. 5.00
Rainbow.....$ gro. 2.81
Solid.....$ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....40%
New York Stamping Co. List, Sept. 17, '97.....40%
Perfect.....40%
Rubber, $ doz. $7.50.....20&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, $ doz. $5.50. 45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 30 in, $ gro.....$15.00
Torrey's Rod, 48 in., $ gro....$42 00
Victor, Coil.....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....30&10%
L. & I. J. White.....30&5@35%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....50%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....20@30%
Breast, Millers Falls, each $3.00 15&10%
Clamp.....20%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....30@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20@35%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, $ doz. 75 cts. gro. $7.50
Extra Family Size....$ doz. $2.00
Keystone.....33⅓%
Spiral.....$ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....$ gro. $5.50
Dover, No. 10.....$ gro. $7.00
Dover, Steel Handle No. 10, $ gro.....$7.00
Dover, Extra Heavy, No. 15, $ gro.....$12.00
Rival.....$ gro... $9 00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 46, $ lb.....10c
No. 54 to 150, $ lb.....11c } 20%
Flour, $ lb.....8c }

Enameline—
No. 4, $ gro.....$4.50
No. 6, $ gro.....$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....$ doz. $3.00
Popes.....$ doz. $3.00
Wilkinson's.....$ doz. $3.00 net
Westenholm's, $ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....50@50&10%
Brass Racking.....60@70&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.40%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise $ doz. $36.00.....40%
Lane's $ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Files—
DOMESTIC—
New List, November 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works: Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks..40&5%
Four Tine Hay Forks, Standard Size.....66⅔%
Four Tine Hay Header and Baler Forks.....60&30%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks 75%
Grain or Barley Forks,..70&10&2½%
Heavy Mill, Manure or Street Forks.....75%
Oyster Forks.....40&5%
Potato Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4 &5%
Sluice Forks.....40&5%
Socket Four Tine Hay Forks 66⅔&5%
Socket Four Tine Manure Forks.70%
Socket Four Tine Spading Forks, 70&5%&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Tine Hay Forks, Standard Size.....66⅔%
Three Tine Hay Header and Baler Forks.....67⅓&2½%
Two Tine Hay Forks, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—
Acme Fry Pans.....70@70&5%
Burnished, regular goods.75@75&10%
Standard List.....70&10@75%

No.....	0	1	2	3	4
$ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
$ doz..	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, $ 1000 ft.. $4.50.....25%
Common Cotton Fuse, $ 1000 ft. $4.75.....25%
Single Taped Fuse $ 1000 ft. $8.00 25%
Double Taped Fuse...$ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....55&10@55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....30&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit $ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.... 10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets $ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....$ doz. $9.00
Edgar's Nutmeg..$ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....$ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....$ doz. $6.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters....45%
Covert Mfg. Co. Jute Rope Halters.45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&5%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz., $3.00
Verree.....50&10%
Warner & Nobles New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....$ lb 40c } 70%
3 to 5 lb.....$ lb 35c }
Over 5 lb.....$ lb 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths....9½c@10c$ lb

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No 1..50.07½
Nos..... 0 1 2 3 4
Per doz.....$ .90 1.00 1.08 1.35 1.50 50&10%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....35@35&10%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....50&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....50@50&10%
Japanned, with Nuts.....45&10%
Japanned, with Plate.....45&10%
Japanned, without Plate.....45&10%

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....80&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₩ gr. $2.25@2.50
Auger, large.....₩ gr. $3.00@3.35
Auger, Douglass', Pat. ₩ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 33½.....40%
Auger, Swan's, Pat. ₩ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₩ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut.....50%
File, assorted.....₩ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ₩ gr. $2.25@2.50
Firmer Chisel, Apple large ₩ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ₩ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₩ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ₩ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&5%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&20%
Barn Door, old pattern.....60&10%
Barn Door, New England...66⅔@70%
Barry, $6.00.....60&10%
Best Anti-Friction.....60&10%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn.....40%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Hidder's.....50@50&10%
Lanes Barn Door:
Barn Door, Standard.....60%
Covered.....50&10@50&10&5%
Special.....50&10@60%
No. 50.....50&10@60&5%
(New Model) Tinned....80&10@40%
Parlor, Standard.....40&40&5%
Manhattan.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₩ dozen pairs.....60&10%
Richards' Single Track, Steel.40&10%
Richards' Anti-Friction.....50%
Stearns':
Single Track, No. 5.....30&20%
Gem.....60%
Royal.....60%
Challenge.....60%
Warner, 1 and 2.....40%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60%
Magic.....50%
Matchless Covered.....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door.....50%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $35.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....20&10&10%
Wilcox.....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ₩ doz.....40&10%
Wrought.....80&10@35%
Wrought, Stanley.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point.....50%
Auburn Straw.....40%
Lightning, from jobbers.....60&5%
Wadsworth's.....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔@10@70&10%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate.....
Rolled Raised.....
Plate Hinges "Providence" 5 to 12 in. ₩ lb, 5c. 14 to 36 in. ₩ lb, 4c. } 70%
Screw Hook and Strap. 6 to 12 in., ₩ lb.. 3½@3¾c; 14 to 20 in., ₩ lb.. 3¼@3½c; 22 to 36 in., ₩ lb.. 3@3¼c

STRAP AND T HINGES—
Light Strap Hinges...66⅔@66⅔&10%
Heavy Strap Hinges.....70@70&10
Light T Hinges.....50&10@60
Heavy T Hinges...60&10@60&10&10
Extra Heavy T Hinges.....66⅔@70%
Long Chest Hinges.....45@50%
Hinge Hasps.....45@50%
Crate Hasps.....45@50%
Crate Hinges.....66⅔@70%

SPRING HINGES—
Bommer's.....33⅓%
Bardsley's Patent Checking.....15%
Chicago.....25%
Champion.....50%
Keil's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ₩ gro.....$7.50
New Idea, No. 2, ₩ gro.....$13.00
Rex.....₩ gr. $13.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....70&10&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....70&10%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double....60&10%
Vigilant.....60%
Stearns.....75%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acorn, ₩ gro.....$12.50
Acme.....30%
Acme, Brass.....30%
American.....30%
Clover Leaf, ₩ gro.....$12 50
Columbia, No. 14.....₩ gro. $9.00
Columbia, No. 18.....₩ gro. $36.00
Crown.....30%
Gem.....25%
Knoxall.....₩ gro. $9.00
Oxford.....25%
Wiles' No. 1, ₩ gr., $18.00; No. 2, $12.00

GATE HINGES—
Automatic.....₩ dos $12.50, 50%
Clark's Nos. 1, 2, 3.....50&10@60&10%
N. E...₩ dos $7.80.....60%
N. E. Reversible.....₩ dos $5.00 60%
N. Y. State..₩ dos $4.90.....60%
Shepard's Nos. 1, 2, 3.....60&10%
Western, ₩ dos $4.20.....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....70&10%
Nos. 40 and 50.....70%
Huffer.....55@60%
Parker.....70&10%
Sargent's Nos. 1, 2, 5, 11, 12...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70&10%
Champion Gravity Locking, No. 75.....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5. 70&5%
Tip Pattern, Nos. 1, 3 and 5. 70&5%
Double Locking, Nos. 20 and 25. 70%
Empire, Nos. 101 and 103.....70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....70&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 020, 45 and 5½.....70%
Steamboat Gravity Locking, No. 10.....70&10&5%
Stenger's Positive Locking.....70%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ₩ doz. sets $1.30...33⅓&40%
Stanley's Rolled.....20&10%
Stanley's Rolled Center.....30%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....55%
Cotton Hoes.....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½%
Garden Hoes.....75&5%
Harper's No. 7 Mortar Hoes.....65%
Jersey Hoes.....65%
Ladies' Cotton Hoes.....75&10&7½%
Laid Steel Edge Hoes.....35&5&2½%
Meadow and Rhode Island Hoes. 75&5&2½%
Mortar and Street Hoes..75&7½&2½%
Planter Hoes Regular Pattern. 70&30%
Rough Finish Shank Cotton Hoes. 75&12½%
Special Hoes.....75&10&5%
Special Mortar Hoes.....40&10&5½%
Sunhem Meadow Hoes...75&5&2½%
Tobacco Hoes.....75&5&20%
Toy Ladies' and Boys' Hoes..70& 10&10%
Truck Hoes.....50&10&5%
Warren Hoes.....60%
Weeding Hoes and Rakes.....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10%
Unground.....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....45@50%
Maslin Kettles.....70@70&10%
Tinned Boilers and Saucepans.. 45@50%

SILVER-PLATED—
4 mo. or 5% cash in 20 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....75%
Manure.....50%
Iowa F. T. Co.'s Clam.....70%

BUSH—
Jennings & Griffin's.....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list..50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₩ dos $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ₩ dos.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley.....80&10%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....80%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....66⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&30%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	28c	25c	23c	21c	21c.

40&10%
American, all sizes, 10½c.....net

Nos.	6	7	8	9	10	
Ausable	28c	28c	25c	24c	23c	50%
Anchor	28c	21c	20c	18c	18c	40%
C. B. K.	28c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	28c	25c	24c	23c	40&5&5%
Clinton Fin.	19c	17c	15c	15c	14c.	30&5%
Essex	25c	25c	25c	24c	23c.	40&10@50%
Lyra, all sizes						9½c., net
Maud S	28c	28c	25c	21c.	21c	50&10&5%
Neponset						40%
Northw't'n	28c	25c	23c	21c	20c.	25@25&5%
Putnam	23c	21c	20c	19c	18c.	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c.	net
Vulcan	28c	21c	20c	19c	18c.	25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's.....$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....$5.35
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$7.25@$7.50
Perkins Improved Snow.....₩ lb 4c
W. & B. Rubber Pad....₩ set, $2.50

Horse Ties—
Covert Mfg. Co.....45c

Hose, Rubber—
Boston Belting Co.:
"Boston".....50%
Competition.....70%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....60&10%
Staple.....60&10%
Standard.....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....₩ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....₩ dos. $12.00
Ice Crusher, No. 3, ₩ dos. $8.00
Ice Crusher, No. 2, ₩ dos. $6.00
Ice Crusher, No. 1, ₩ dos. $30.00
Ice Tools.....₩ dos. $4.00
Sargent's Ice Awls.....55%
Snell's.....60%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ₩ doz. $6.00... 25@30%
No. 34.....₩ dos. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives. ₩ dos. $1.50.....30%
Butcher Knives.....35%
Shoe Knives.....35%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr.....$1.25@1.50
Carriage, Jap.....₩ gro. 80c, 60&10%
Door Knobs, Hemacite.....40%
Door Mineral, R. & E. list....45&10%
Door Por. Jap'd " " ....45@10%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $5.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....35&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
₩ doz. $12.00 $15.00 $24.00..30%

Leaders—
Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—
Lead Pipe, full lengths.....₩ ℔ 7c
" " cut lengths ...₩ ℔ 7½c
Lead Pipe, Tin Lined.....₩ ℔ 12½c
Block Tin Pipe.....₩ ℔ 37½c
Sheet Lead, full rolls.....₩ ℔ 8c
" " cut rolls.....₩ ℔ 9c
Quantity discount 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....30%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.35 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 $0&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....35%
Samson, Cotton, No. 4, $2; No. 4½, $2.50....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.—
Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....35%
" Chain.....25%
Chas p'on.....40%
Eagle.....40
Scandinavian.....90&25
McWilliams.....25
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $50
Dixon's.....₩ doz 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1..₩ doz $26.....60%
Little Giant.....60&10%
Nos. 205 210 212 220 222
$35 $48 $44 $72 $68
Miles' Challenge ₩ doz...45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $30.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ ℔..25c
No Name.....₩ ℔..15c
Mystic.....₩ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz.$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....30@30&5%
PICTURE—
Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, per doz.....$9.00
Cyclops.....85%
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.00@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—
Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $3.00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Cold Punched, Square, off list. $4.30
Hex, off list.....$4.30
Hot Pressed, Square, off list..$4.40
Hex, off list.....$4.60

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable, Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, ₩ ℔.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ ℔.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2¾ to ⅝ at back, ⅛ to 5-16 edge ₩ ℔:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ ℔.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ₩ doz.....$12.00
7x2, " 11.00
6x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1½, ₩ ℔..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, per ℔ $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%
MISCELLANEOUS—
American Packing.....8c@10c ₩ ℔
Cotton Packing.....13c@14c ₩ ℔
Italian Packing.....10c@12c ₩ ℔
Jute.....5c@5½c ₩ ℔
Russian Packing.....10c@12c ₩ ℔

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ ds..$37@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 72.....₩ doz 4.00
Reading, 78.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00
POTATO—
Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—
Dixon's:
Carpenters'.....₩ gr. $2.67@3.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.18@4.38
Lumber.....₩ gro. 6.87
Mascot, Hexagon .....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—
See Ammunition.

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....50&10%
Moulding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....35&10%
Steer's Iron Planes.....50&10%
PLANE IRONS—
Auburn "Thistle"..... Ohio..... Sandusky..... } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....35%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00...35%
Flat and Round Nose,.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....30%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....35%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Machinist's.....35%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....35&10&10%
Stratton's Pat.....35%
Wood's Extension Sight.....35%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish, Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ ℔ 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—
Round or square, 1 qt., ₩ doz. $ .75; ₩ gr. $6.50 / 1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@ / 2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 12½
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—
Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No. 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.00
Iron Handle, No. 38...₩ doz. $ 7.00
Ryan's.....₩ doz., $30.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 inches.....70%
Vaughan's, 10 to 12 inches.....60%

Potato Hooks, etc.
Hoe Down Hooks.....75&10&2½%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses

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Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60%
Brass Screw.....40&10%
Ceiling.....50@10&6%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, per doz., $6.00.....60&10%
Hay Fork, 5-1.. Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....50&10@60%
Pitcher Spout, Best grades....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....$15.00
No. 32, Fig. 523, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 72, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 225, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$20.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—

	⅛	⅙	¼
Barn Door, Light, In.			
Per 100 feet	$1.40	1.65	2.00

Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c

B. D. for N. E. Hangers:
Angular, per foot, 6c.....70%
Double Flange, per foot, 8c....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.85
Standard, 1¼ in ....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Brouzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Steel, Brass Plated, per foot.....5½c
Sliding Door, Wr't Brass, 1¼ in. ₱ ₱, 36c.....10@20%
Victor Track Rail, 7c ₱ foot, 60&10&3½&5

Rakes, Etc.—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3.15
Lawn Queen, Impr'd, net ₱ doz. 20-Tooth.....$3.40@$3.80
24-Tooth.....$3.60@$3.75
Jumbo.....net ₱ doz. $7.00 @$9.00
Paragon....net ₱ doz. $3 25@$3.50
Steel Garden Rakes.....70&5&3%
Steel Garden Rakes Stamped Blank.....75%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edgers.....60&5%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze finishes.....30%
Electro-plated.....30&10%
Nickel plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal.20%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand, in papers.....52½%
Coopers, in bulk.....52½%
Block and Carriage in papers.52½%
Hame.....52½%
Belt with burrs, tinned or copper.....52½%

Rivet Sets—
Regular list.....70%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope

Cotton Rope, Best,		
¼ in. and larger	₱ ₱ 13	@14c
Medium, ¼ in. and larger	₱ ₱ 10	@12c
Common, ¼ in. and larger	₱ ₱ 8½	@10c
Jute Rope:		
A grade	₱ ₱	7½c
C grade	₱ ₱	7 c
Manila:		
7-16 in. and larger	₱ ₱	15½c
⅜ in.	₱ ₱	16 c
¼ and 5-16 in.	₱ ₱	16½c
Hay Rope, Med.	₱ ₱	16½c
Sisal:		
7-16 in. and larger	₱ ₱	10½c
⅜ in.	₱ ₱	11 c
¼ and 5-16 in.	₱ ₱	11½c
Med. L'th Y'rn	₱ ₱	10 c
Hay Rope	₱ ₱	10½c

Rules—
Athol, Steel.....33⅓&5
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₱ ₱ 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ ₱ 3½@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ ₱ 4½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—
Competition.....50&10%
Giant.....4 ½
Monarch.....50&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—
Cable Laid Italian Sash...₱ ₱ 16@18c
Cable Laid Russia....₱ ₱ 13½c@14c
Common India.....₱ ₱ 8½c@ 9c
Common Russia Sash.₱ ₱ 12½c@13c
Patent India.....₱ ₱ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ ₱ 30c
"Samson" Braided Drab, Cotton.....₱ ₱ 35c
"Samson" Braided Italian Hemp.....₱ ₱ 33c
"Samson" Braided Linen, ₱ ₱ 55c
Silver Lake:
A Quality, Drab.....₱ ₱ 40c. 15@15&7½%
A Quality, White.....₱ ₱ 35c. 15@15&7½%
B Quality, Drab, ₱ ₱ 35c..... 15@15&7½%
B Quality, White ₱ ₱ 30c..... 15@15&7½%
United States:
B Quality.....₱ ₱, 18c
C Quality.....₱ ₱, 16½c
White Cotton, Hard Braided. ₱ ₱.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10&5 0%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co...50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—
Small lots.....₱ ton, $33.00@$33.00
Ton lots at factory.....$30.00@$31.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 3 in. to 14 in. wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½ 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—
Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.05

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames.....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard, low list.....50%

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C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....66⅔%
Screw-Driver Bits....₱ doz., ...75c
N. E. Specialty Co.'s.....50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.60&10%
No. 66.....70&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion 40%
Magazine.....35%
Maoni ists'.....40%
Baisley's Pat..... .....33⅓%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

List Jan. 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point...80%
Iron, Bright Flat Head.....80%
Iron, Br't R'd & Oval Head.....75%
Nickel Plated, Iron Flat Head....70%
Nickel Plated, Iron R'd Head....70%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron R'd Head....70%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895..65@65&5%
Hand Rail.....60&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....65%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $8.25; 1¼, $8.50; 1¼, $4.25
Bench, Wood, Beech.....₱ doz $2.40
Chair..... .....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's,.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....net
Grass.....net
Scythe Snaths.....4 @40&10%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.....net
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubb-r, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Elm City.....net
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's Standard List,
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears 70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips .....40&1'%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 18, 1895 .....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.

No. 2, Polished, Sq. or Rd. Point, D or L Handle:	A Grade.	B Grade.
Solid Steel Pat'n..	$10 50	$9.60
Hollow Back " ..	10.20	9.30
Back Strap " ..	9.90	9.00
	C Grade.	D Grade.
Solid Steel Pat'n..	$8.70	$7.10
Hollow Back " ..	8.40	7.80
Back Strap " ..	8.10	7.50

Black, 30 cents per dozen less than polished.
Advance 30 cents per size for larger sizes.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.55%
Kraut Cutters, 26x12, 40x12.....40%
Enterprise.....20@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₱ gro. $16.50@$20.00
2 Knives.....₱ gro. $22.50@$30 00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10%
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list 40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier..... } 45%
Trojan Snaps .....
High Grade Snaps.'.....
Jockey Snaps.....40%
Derby Snaps.....35%

Soldering Irons—

Covert Mfg. Co.....20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best..... .....30%
Wood, 2nd Quality 33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue "C".....net List.
Nickel Silver, Catalogue "C" net List

SILVER PLATED FLATWARE—

L. Boardman & Son.....Catalogue "C"—net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

"1847".....₱ doz., net, $3.50
"Anchor".....₱ doz., net, $3.25
"Eagle".....₱ doz., net, $3.25
"Star".....₱ doz., net, $3.25
Rogers, Smith & Co., ₱ doz., net.....$3.25
Rogers & Hamilton, ₱ doz., net, $3.25
Holmes & Edwards ₱ doz., net, $3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.40&10%
Nickel-Plated. New List Jan. 5, 1900, 55&10%
Steel and Iron.....55&10%

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner .....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .....85&10%
Carpet Tacks:
American, Blued.....90%
American, Tinned.....90%
Swedes Iron Tacks:
S. S.....90&5%
Bill Posters' and Railroad Tacks:
S. S .....90&20%
Common and Patent Brads...70&5%
Finishing Nails.....70&5%
Gimp Tacks:
S. S .....90&20%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....70%
Trimmers' Tacks:
S. S 90%
Trunk and Clout Nails:
Steel, Black..... .....75&5%
Steel, Tinned.....75&5%
Upholsterers' Tacks:
S S... .....90&20%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per doz. net,....$1
" " 2, " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898: Steel and Metallic.....35%
Lufkin's Steel and metallic..25@30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&20%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Preatiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.35
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.75
D. H. Fork, Steel Regular, each .85
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₱ ft..... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.90
Floor Hooks, ¾ in. ₱ doz. .70
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.25
Hanging Hooks for Double Steel Track, ₱ doz..... ... .65
Hanging Hooks for Single Steel Track, ₱ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 436 ₱ doz.....$3.40
Malleable Rafter Brackets, ₱ doz..... .40
Nellis Fork, each.....$1.60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.. .....$2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T.$3.5
Single Rail Steel Track with clamps, ₱ ft.....

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Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7(&10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole.....15%
H. & N.....65%
Newhouse.....40%
Victor.....70&5%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ dz $2.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₩ doz. $12.00; case of 24.....$10.50
No. 3, Rat, ₩ doz. $5.50; case of 50.....$5.00
No. 3½, Rat, ₩ doz. $4.50; case of 72.....$4.00
No. 4, Mouse, ₩ doz. $3.50; case of 72.....$2.75
No. 5, Mouse, ₩ doz. $3.75; case of 150.....$2.25
Schuyler Rat Killer, No. 1 ₩ gro., $15.00; No. 2 ₩ gro., $18.00
Mouse, No. 3.....$9.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.50.....₩ gr. $15.00
Globe.....₩ doz., $3$1.50; ₩ gr. $15.00
Harper....₩ doz., $1.75; ₩ gr. $18.00

Trowels—

Brade's Brick.....30%
Diston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.40%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris.....15%
PARALLEL—
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10%
Ball Clamp.....45%
Gravity.....net
Hand.....15%
Moore's.....20%
Parker's:
Regular.....20@25%
Combination Pipe.....50@60%
Oval Slide..... 55@60%
Victor.....20@25%
Vulcan.....40@45%
Pheuix. .....20@20&10%
Prentiss.....20@25%
Sargents.....70%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 2 & $15,00..40&10@50%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3.. 50@50&10%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓@40%
Wentworth's..... .....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....35&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....25%
Bright Wire Goods, New list... 30@30&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70&5%
Cop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....6½@67½&5%
Tin'd, Tinned list Nos. 0 to 18... 7(@70&2½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos 27 to 36. 75@75&10%
Picture Wire....New list 70@70&10%
Steel Music Wire, Nos. 13 to 30, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.00 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$2.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$2.00@3.50
Alligator.....70%
Baxter's.....65%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black..40&5%
Patent Combination Bright....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's..... 30@33⅓%
Coes':
Genuine.....25&10&5&5&3%
"Mechanics'."..... 25&10&10 &5&5&3
Coes' Pattern, Wrought Bar..60& t@60&10%
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem 33⅓%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme .....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co..... 25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....60c
Linseed, City, Boiled, in barrels ₩ gallon.....62c
Out of Town on Spot..₩ gal.....60c
Calcutta, Raw, in bbls....₩ gal. 71c
Lard, Prime City.....₩ gal. 52@54c
Extra, No. 1.....45@47c
No. 1.....43@45c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $30.00@$31.00
Barytes, American Floated, ₩ ton $18 00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....5½@5¾c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....7c
In lots of 500 pounds and over, ₩ lb..... 6½c
White Lead, Foreign, in Oil, ₩ lb 8@9¼c
Litharge, Kegs, ₩ lb.....6½@7c
Zinc, American, Dry, ₩ lb..4½@5¼c

Putty—

In bulk.....$1.85
In bladders..... 2.25
In cans, 50 lb 2.00
In cans, 25 lb 2.25
In cans, 12½ lb 2.50
In cans, 5 lb 3 50
In cans 3 lb 4.00
In cans, 2 lb 4.50
In cans, 1 lb 5.00

Spirits Turpentine—

In regular bbls..... @55 c
In machine bbls.....55½@—c

Dry Colors—

Blue, Chinese.....₩ lb 30 @35
Blue, Prussian.....₩ lb 29 @33
Blue, Ultramarine..₩ lb 6 @30
Sienna, Italian, burnt & powdered ₩ lb 4½@10 c
Sienna, Italian, raw & powdered...₩ lb 3 @7 c
Umber, Turkey, burnt.....₩ lb 2½@3½c
Umber, Turkey, raw.....₩ lb 2½@3½c
Green, Chrome, Ordinary.....₩ lb 4 @11 c
Green, Paris, in bulk, ₩ lb 15@1
Indian Red, American.....₩ lb 2½@ 3 c
Indian Red, English..... ...₩ lb 4½@8½

Colors in Oil—

Black Lampblack, Best..... ₩ lb 13 @15
Black Lampblack, common .....₩ lb 7 @10 c
Blue, Chinese.....₩ lb 35 @40 c
Blue, Prussian .....₩ lb 25 @35 c
Blue, Ultramarine..₩ lb 16 @20 c
Sienna, bur't .....₩ lb 14 @18 c
Sienna, raw.....₩ lb 14 @18 c
Umber, burnt.....₩ lb 12 @16 c
Umber raw.....₩ lb 12 @16 c
Brown, Vandyke....₩ 12 @16 c

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How to file Catalogues, quotations and every class of data, with no more trouble to file than to throw in the waste basket, and as easy to get when wanted as though in your vest pocket.

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Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"SHOULD MISS IT VERY MUCH."

Morley Bros., Saginaw, Mich. [*General Hardware*]: We receive HARDWARE every issue, and find it of such interest as to oblige us to look through its pages quite carefully, and note with considerable interest the items you publish. It is quite an aid to the writer in his branch of the business, and we wish to say, that we should miss your paper very much indeed, if we did not receive it. W. L. Sandford.

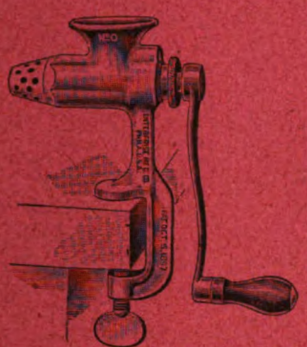
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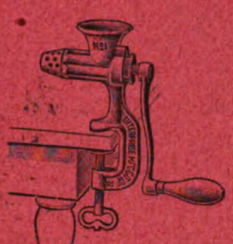
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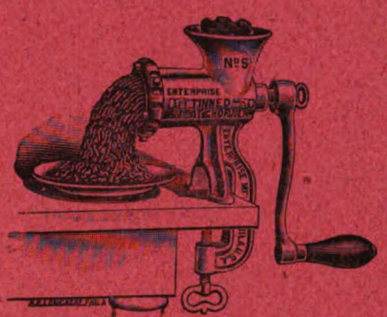
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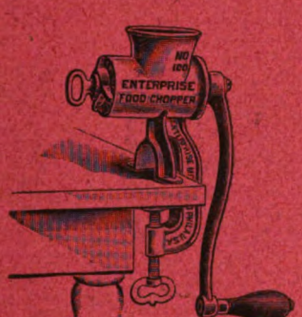
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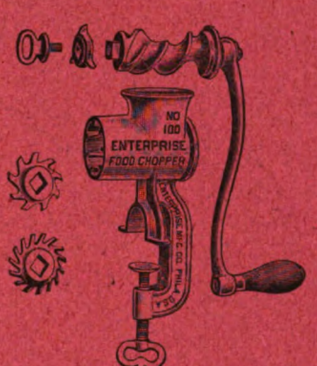
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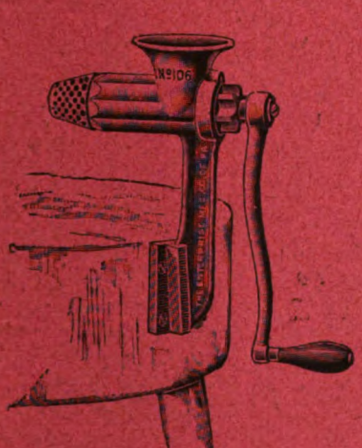


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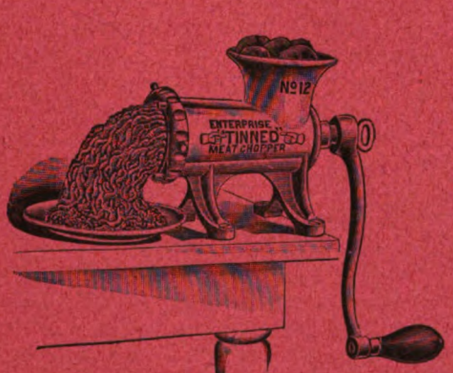


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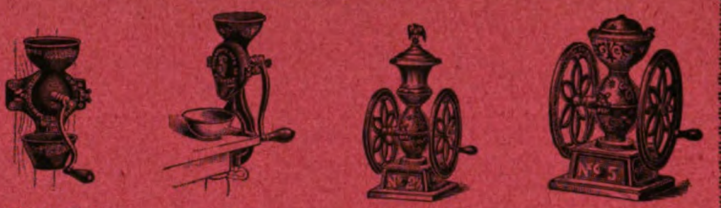
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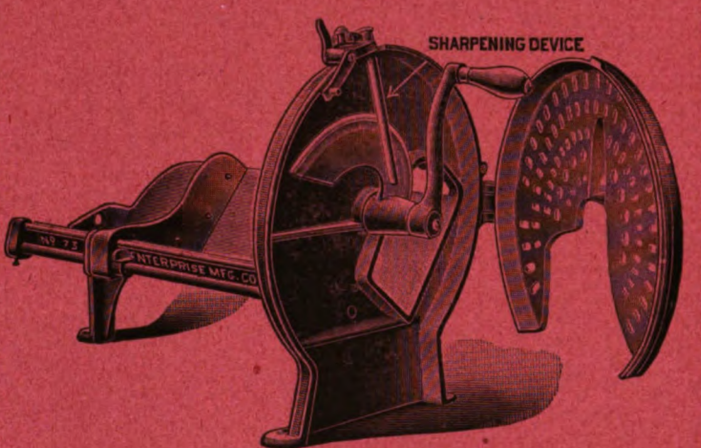
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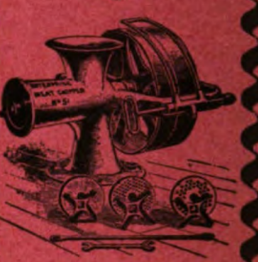
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Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Chandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Maple Supplies.

Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Masons' Chisels.

Billings Union Trowel Works, Newark, N. J
Herbert Story New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mitering Tools.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Estey Wire Works Co., New York.

Plumbers' Tools.

Herbert Story, New York.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N.H.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Estey Wire Works Co., New York.
Stewart Iron Works, Cincinnati, O

Packing.

Gould Packing Co., East Cambridge, Mass.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York
Joseph Dixon Crucible Co., ersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
The Deming Co., Salem, Ohio.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

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Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

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See Traps.

Razors.

Smith & Hemenway Co., New York.
Herbert Story, New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.
Grand Rapids Refrigerator Co., Grand Rapids, Mich.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

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John Sommer's Son, Newark, N. J.

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Repairing Outfits.

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Root Bros. Co., Plymouth, Ohio.

Riveters.

Standard Specialty Co., Salem, O.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
O. C. & E. P. Townsend, New Brighton, Pa.

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Salem Nail Co., New York.

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Enterprise Mfg. Co., Philadelphia,

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Tower & Lyon, New York.

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Sargent & Co., New York.
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Charles Morrill, New York.

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John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago, Ill.
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Estey Wire Works Co., New York.
Sickels & Nutting Co., New York.

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Cincinnati Screw & Tap Co., Cincinnati, Ohio.
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Tower & Lyon, New York,
Tuck Mfg. Co., Brockton, Mass.
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Voigt, Starr & Co., New York.

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Alfred Field & Co., New York.

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Sickels & Nutting Co., New York.

Scythe Stones.

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Pike Mfg. Co., Pike Station, N.H.

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Waterbury Brass Co., New York.

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Atlas Mfg. Co., New Haven, Conn.

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J. D. Warren Mfg. Co., Chicago.

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Herbert Story, New York.

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Luther Boardman & Son, East Haddam, Conn.
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Atlas Bolt & Screw Co., Cleveland, Ohio.

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Union Hardware Co., Torrington, Conn.

Shate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

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Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

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Iowa Farming Tool Co., For Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Estey Wire Works Co., New York.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

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Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

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Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Tuck Mfg. Co., Brockton, Mass.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

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Stanley Rule & Level Co., New Britain, Conn.

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McKinney Mfg. Co., Allegheny Pa.

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Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Handy Ladder Works, Cleveland, Ohio.

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Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N.H.

Store Trucks.

See Trucks, Store.

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Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

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Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Strainers.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Studs.

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Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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Smith & Hemenway Co., New York.

Tacks.

Salem Nail Co., New York.

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Tin.

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L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

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Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass
Herbert Story, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Traps.

Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

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Billings Union Trowel Works, Newark, N. J.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W.N. Co., Newark, NJ.

Tubing.

Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Cleveland Twist Drill Co., Cleveland, O.
Standard Tool Co., Cleveland, O.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

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Glidden Varnish Co., Cleveland, Ohio.
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Ventilators.

Berger Bros. Co., Philadelphia.
Merchant & Co, Philadelphia New York, Brooklyn, Chicago.

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Armstrong Mfg. Co., Bridgeport, Conn.
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Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Lane Brothers Co., Poughkeepsie, N. Y.

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Clark & Cowles, Plainville, Conn.

Welding.

Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.

White Lead.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

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John H. Graham & Co., New York.

Wire, Manufacturers.

Wallace Barnes Co, Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

Wire Cloth.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Goods Manufacturers.

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Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Gates, Fences and Fencing.

Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville Ky.
Estey Wire Works Co., New York

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Wire Straighteners.

Chandler & Farquhar, Boston.

Wire Work.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Woodenware.

John Sommer's Son, Newark, N.J

Wrenches, Manufacturers.

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Coes Wrench Co., Worcester Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

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Bommer Bros., Brooklyn, N. Y.
Reading Hardware Co., Reading Pa.

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HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co 116
American Cutlery Co.....148
American Railway Supply Co...131
American Shearer Mfg. Co..... 146
Ames Sword Co..... 10
Arcade File Works.....116
Arcade Mfg. Co..... 2
Armstrong Mfg. Co..... 16
Ashtabula Tool Co..... 72
Atkins (E. C.) & Co..... 11
Atlas Bolt & Screw Co..... 168
Atlas Mfg. Co..... 1
Audit Co. (The) of New York.... 148
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 54
Baldwin Refrigerator Co.....36
Barnes (Wallace) Co 133
Barnett (G. & H.) Co..... 168
Barnum E. T..... 114
Barrett (W. L)..... 60
Baxter Schenkelberger & Co.... 32
Bemis & Ca l Hardware & Tool Co..... .57
Berger Bros Co..... 16
Berger Bros. Co..... 131
Berger, L. D..... 4
Berlin Iron Bridge Co..... 35
Berlin Iron Bridge Co..... 87
Bicycle Step Ladder Co..... 10
Bigelow (J. F.)..... .. 58
Bindley H tw. Co.....125
Bliss & Drake..... 125
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son..... 114
Bommer Bros..... 168
Boston Belting Co..... 85
Brass Goods Mfg. Co..... 148
Bridgeport Chain Co..... 6
Browne & Dowd Mfg. Co..... 122
Bruce & Cook 20
Bryan Mfg. Co..... 4
Burditt & Williams.....15
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co..... 168
Carpenter-Morton Co..... 125
Cary Mfg. Co..... 148
Cary Mfg Co.....1 0
Chadborn & Coldwell Mfg. Co... 6
Champion Safety Lock Co..... 148
Chandler & Farquhar.....114
Chapman Mfg. Co.....34
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons..... 9
Chatillon (John) & Sons 133
Chilton Paint Co.....146
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 54
Cleveland Stone Co..... 8
Cleveland Twist Drill Co.....168
Clinton Wire Cloth Co.....167
Coates Clipper Mfg. Co..... 18
Coates Clipper Mfg. Co.....88
Coes Wrench Co..... 8
Colwell Lead Co 168
Columbus Bolt Works..... . 6
Conroy (P. J.) Co..... 133
Contractors' Plant Mfg. Co..... 148
Cooper & McKee.....33
Corbin Cabinet Lock Co.....32
Corbin, P. & F.....70
Corbin, P. & F 71
Covert Mfg Co..... 16
Cronk Hanger Co..... 26
Cushman & Denison.....141

D

Dangler Stove & Mfg. Co.....34
Defiance Box C 17
Deming (The) Co..... 168
Detroit Fence Co.....1 8
Dixon (Jos.) Crucible Co..... 54
Dow Wire Works Co..... 20
Ducharme (F. E.) & Son..... 1
Dunbar Bros..... 167
Du Pont (E. I.) de Nemours & Co 3

E

Eclipse Bicyc e Co 100
Electric Oil Stove Co.....12
Ellis & Helfenberger.... 146
Enterprise Mfg Co. of Pa..... 21
En'erprise Mfg. Co.....157
Enterprise Mfg Co.....158
Erie Specialty Co.....135
Estey Wire Works Co 135

F

Famous Mfg. Co 141
Field (Alfred) & Co..... 10
Fitch (W. & E. T.) Co..... 1
Fitchburg File Works..... 131
Folding Paper Box Co.....156
Forest City Foundry & Mfg. Co.115
Fuller Bros. & Co..... 2
Fuller Bros & Co..... 30

G

Gilbert & Bennett Mfg. Co 167
Glidden Varnish Co.. 142
Goodell Co..... 22
Gould Packing Co..... 1
Graham (John H.) & Co..... 60
Graham (John H.) & Co..... 99
Grand Rapids Refrigerator Co....22

H

Hager, John N..... 7
Handy Ladder Works.....135
Hanson & Van Winkle Co..... 2
Hardware Publishing Co..... 167
Hardwaremen's Exchange.....148
Harkins (T. B.) Foundry Co 18
Harrington & Richardson Arms Co..... 8
Harrison Bros. & Co., Inc.....36
Hartley & Graham..... 1
Heinisch's (R.) Sons Co..... 22
Hel'er Bros Co..... 24
Heller (W. C.) & Co..... 57
Hickey (M. H.) & Son.....'31
Hill (N. N.) Brass Co..... 148
Holmes & Edwards Silver Co.... 10
Holt Bros.....124
Howard Iron Works..... 2
Hulbert (E. S.) & Co..... 88
Humason & Beckley Mfg. Co....115

I

Iowa Farming Tool Co.....183
Ives (H. B.) & Co..... 1
Ives (Hobart B.) & Co..... .. 69

J

Jennings (C. E.) & Co..... 1
Jennings (C. E.) & Co.....72
Jennings (Russell) Mfg. Co.....

K

Kelley (Henry C.) & Co.....53
Keuffel & Esser Co..... 3
Kimball Bros.....16
Kohler (F. E.) & Co..... 4
Kohler (F. E.) & Co..... 29

L

Laflin & Rand Powder Co.....
Laflin & Rand Powder Co.....140
Lane Brothers Co..... 2
Lanman (E. B.) Co.... 6
Le te, C. H.....146
Leonhardt & Co.....131
Litchfield J. M.....114
Logan Gregg Hardware Co.....21

M

Magnolia Metal Co..... 1
Marsching (J.) & Co..... 54
McCarty (J. C.) & Co.....30
McKinney Mfg. Co..... 26
Merchant & Co.....16
Meyers (Fred. J.) Mfg. Co.....17
Miles, Franklin S..... 3
Miles, Franklin S..... ...115
Miller Frank, Co.....121
Millers Falls Co..... 5
Morrill, Charles.....53
Morrill, Charles.....86
Mugford, A..... 1
Myers (F. E.) & Bro..... 20

N

Nanz (F. A) & Co.....108
National Enameling & Stamping Co 56

Digitized by Google

National Sewing Machine Co.....59
Neal & Brinker.....113
New Departure Bell Co.....28
New Domestic Sewing Machine Co.....59
New Jersey Wire Cloth Co.....163
New York Stamping Co.....167
Newton Wm. M.....2
Nicholson File Co.....27
Nicholson File Co.....104
Nicholson File Co.....168
Niles Mfg. Co.....2
North Bros. Mfg. Co.....6
North Bros. Mfg. Co.....114
Novelty Mfg. Co.....56

O

Ohio Rake Co.....54
Osborn (J. M. & L. A.).....58

P

Parker (Charles) Co.....123
Parlin & Orendorff Co.....16
Payson Mfg. Co.....2
Pearl (Henry) & Sons.....18
Pelouze Scale & Mfg. Co.....7
Pelouze Scale & Mfg. Co.....114
Peters Cartridge Co.....103
Philadelphia Lawn Mower Co...31
Philadelphia Lawn Mower Co..167
Pike Mfg. Co.....33
Plumb, Fayette R.....105
Plume & Atwood Mfg. Co.....20
Plume & Atwood Mfg. Co.....23
Prescott (J. L.) & Co.....1
Pugh, Job T.....10

R

Reading Hardware Co.....18
Remington Arms Co.....18
Remington Arms Co.....26
Robertson, Arthur R.....2
Rodgers (Joseph) & Sons.....10
Rolfe, I.....135
Root Bros. Co.....2
Root Bros. Co.....146
Rossendale-Reddaway Belting & Hose Co.....24
Russell & Erwin Mfg. Co.....
.....Inside Front Special Cover.
Russell & Erwin Mfg. Co.....123

S

Salem Nail Co.....135
Samson Cordage Works.....1
Sargent & Co.....77
Sargent & Co.....78
Sargent & Co.....79
Sargent & Co.....80
Sargent & Co.....133
Schneider & Trenkamp Co.....19
Schoverling, Daly & Gales.....122
Scovill Mfg. Co.....17
Scranton (The) & Co.....1
Seaman (D. C.) & Co.....146
Sears, Roebuck & Co.....114
Shelton Co.....114
Sickels & Nutting Co.....185
Sidney Steel Scraper Co.....60
Silver Mfg. Co.....2
Smith Bros. Hardware Co.....15
Smith (Wm. G.) & Co.....114
Smith & Egge Mfg. Co.....36
Smith & Hemenway Co.....183
Sommer's (John) Son.....168
Standard Specialty Co.....12
Standard Mfg. Co.....58
Standard Tool Co.....1
Stanley Rule & Level Co.....141
Stebbins (Chas. J.) & Co.....3
Stevens (J.) Arms & Tool Co.....8
Stewart Iron Works.....131
Stimpson (Edwin B.) & Son.....168
Stollberg & Clapp Co.....17
Story, Herbert.....167
Sudlow, John W.....167
Supplee Hardware Co.....89

T

Tatum (Sam'l C.) Co.....55
Taylor (A. V.) & Co.....54
Thacher Pelting Hook Co.....115
Toledo Cooker Co.....72
Torrent Pump Co.....106
Tower & Lyon.....13
Townsend, C. C. & E. P.....146
Tryon (Edw. K.) Jr. & Co.....106
Tryon (Edw. K.) Jr. & Co.....131
Tuck Mfg. Co.....22
Tuck Mfg. Co.....135

U

Underhill, Clinch & Co.....3
Underhill, Clinch & Co.....18
Union Hardware Co.....14
Union Metallic Cartridge Co.....1
Union Nut & Bolt Co.....11

V

Van Dorn Iron Works.....146
Van Wagoner & Williams Hdw. Co.....168
Velox Machine Works.....12
Voigt, Starr & Co.....54

W

Wagner Mfg. Co.....108
Walsh & Many.....107
Warren (J. D.) Mfg. Co.....10
Wiebusch & Hilger (Ltd.).....25
Wilkinson (A. J.) & Co.....30
Williamson W. N. Co.....8
Wilmot & Hobbs Mfg Co.....36
Wood (Wm. T.) & Co.....20
Worthington (George) Co.....12

Y

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Yale & Towne Mfg. Co.....109
Youngstown Specialty Mfg. Co.141

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TABLE OF CONTENTS.

Editorial. 38
1890—*Hardware*—1900.

Editorial Trade Review. 38

How are Hardware Jobbers to Meet the New Conditions? By Jas. R. Nutting. 39
Portrait of Mr. Nutting.

Legal Correspondence. 40
Conducted by Wm. Marston Seabury.

Tower & Lyon's Specialties. 40

Hardware Topics by the Way. By John B. Rindfleisch 41

Origin of the Word "Trust." 42

My First Sale "On the Road." 43

Qualified Men for the Foreign Trade Service. . 44

Wonderful Railroad Facts. 44

The Foreign Trade in American Machine Tools. 45

New Carnegie Co.'s Full List of Shareholders. 45

One of the Ancient Landmarks of Boston. . . 46

Recent Trade Publications. 47
Sargent & Co., Millers Falls Co., Van Wagoner & Williams Hardware Co., Brass Goods Mfg. Co., R. Bliss Mfg. Co., North Bros. Mfg. Co., Ashtabula Tool Co., Syracuse Chilled Plow Co., Walter W. Woodruff & Sons, Reed Mfg. Co., Kinnear Mfg. Co., Mast, Foos & Co., American Screw Co., Gurney Refrigerator Co.

An Ethical Survey of "the Drummer." . . . 49

Annual Meeting of the Hardware Club. . . 50

Heller Brothers Co. 50

New Goods and Specialties. 51
Triumph Wrench, Hard Wood Miter Boxes, The Ideal Cooker, The Bristol Hot Plates, Heller's Steel Shelf Box, Shoeing Vise and Bolt Header, Chandler Ice-Cutting Machine, Jenkins Solid Steel Hoe.

Henry C. Kelley & Co. 52

Utilizing By-Products. 61

Changes in Harvesting Machinery. 61

Inventions that Help the Farmer at Planting Time. 62

American Competition. 63

The Blacking of Ironwork. 64

Horseless Fire Engines. 64

Stage Hardware. 65

Progress of Invention in America from 1800 to 1900. 66

Eli Whitney and the Cotton Gin. 67

Beveling Glass. 67

Where Glass was First Made. 68

Supremacy of American Labor. 68

The Pan-American Exposition, 1901 . . . 73
Plan of the Exposition, Plan of the Block System of Laying Out Grounds, Electricity Building.

Some Popular Specialties. 81
Charles Morrill's Tools, Cronk's Combination Fencing Plier, Seavey's Mitre Box and Saw Guide, Bonney Hollow Auger.

Old-Time Machine Tools. 82

Evolution of the Machine Tool. 82

Work Done by Air 82

A Few Household Specialties. 83
Wagner Ball Bearing Wafer Iron, Crown and Anchor Shaving Set, Kansas City Washer, Bundy Acetylene Gas Student Lamp.

Picking Locks. 84

Bicycle Trade Specialties. 91
Jones Reversible Spiral Screwdriver, Rome Automatic Bicycle Pump, Union Knife and Tool Grinder, Columbia Automatic Gas Lamp.

Our German Imitators. 92

Tricks of Trade Over the Sea. 92

Sewing Machines and the Hardware Trade—VIII. . By G. H. Dirhold. 93

In Regard to the Return of Goods. . . . 93

Making of Lamp Chimneys. 94

Practicability of Inventions. 94

Hobart B. Ives & Co.'s Specialties. . . . 94

The New Domestic Sewing Machine. . . . 95

The First Mowing Machine. 96

Who Invented the Driven Well? 96

Compressed Air Cleaners. 96

The Manufacture of Wire. 97

Machine Tool Economies. 98

The Billposter's Hammer. 98

What the Modern Trust Is. 98

Hahn's Watchman's Time Detector. . . . 101

Pennington Ventilating Sash Lock. . . . 101

Great American Ball-Bearing Lawn Mower. . 102

Misdirected Ambition. 102

Our Wonderful Prosperity. By William W. Supplee. 109
Portrait of Mr. Supplee.

Comstock's Philosophy. "The Man in the Corner." 110

New York State Hardware Dealers' Association. 110

Fifth Annual Convention, National Association of Manufacturers. 110

Reviewing Present Trade Conditions. By J. D. Moore. 111
Portrait of Mr. Moore.

The Nicholson File Co. 112

Campbell's Varnish Stains. 112

A Reminiscent Interview. By Geo. H. Sargent. 117
Portrait of Mr. Sargent.

Advertisers' Corner. 120

Imports of Manufacturers' Materials. . . . 120

Anvils Have Known Little Change. . . . 126

Eclipse Shaft Coupler. 126

Recent Trade Publications. 127
Schneider & Trenkamp Co., Dangler Stove & Mfg. Co., Torrent Pump Co.

Andrew Carnegie's Fortune. 127

The Oldest Wheel in the World. 128

How a Letter May be Recalled. 128

Death of John Alling. 129

Automobile Postal Service. 129

A Miraculous Boiler. 129

In Favor of Metric System. 129

Josh Billings in "President's English." . . 129

Hardware Dealers' Record. 130

Hardware Manufacturers' Record. . . . 132

Bicycle and Sporting Goods Record. . . 134

Review of the Markets. 136
Trade Letters from Boston, Philadelphia, Baltimore and Nashville, with portraits of A. M. Wiley, James H. Ritter, Dudley R. Webb. 137
From Pittsburgh, Saginaw and Cleveland, with portraits of George B. Logan, Edward W. Morley, C. B. Lockwood. 138
From Davenport, Minneapolis and Denver, with portrait of W. K. Morison. 139
From Omaha and Chicago, with portraits of W. S. Wright and J. B Nellegar. 140
From Columbus, with portrait of J. H. Smith. . 141
From San Francisco. 142

The Graphite Trade 143

Calculating Machines. 143

Acetylene Gas. 143

"The American Birmingham." 144

The First Automobile. 144

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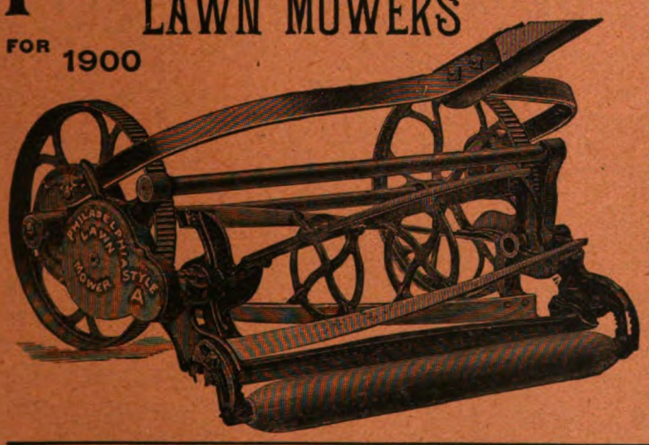
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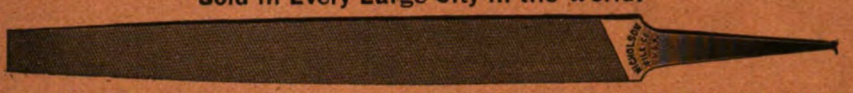
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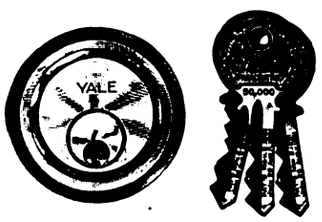
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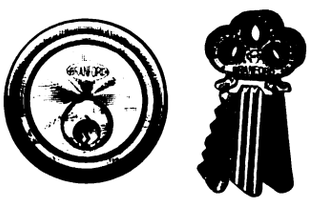
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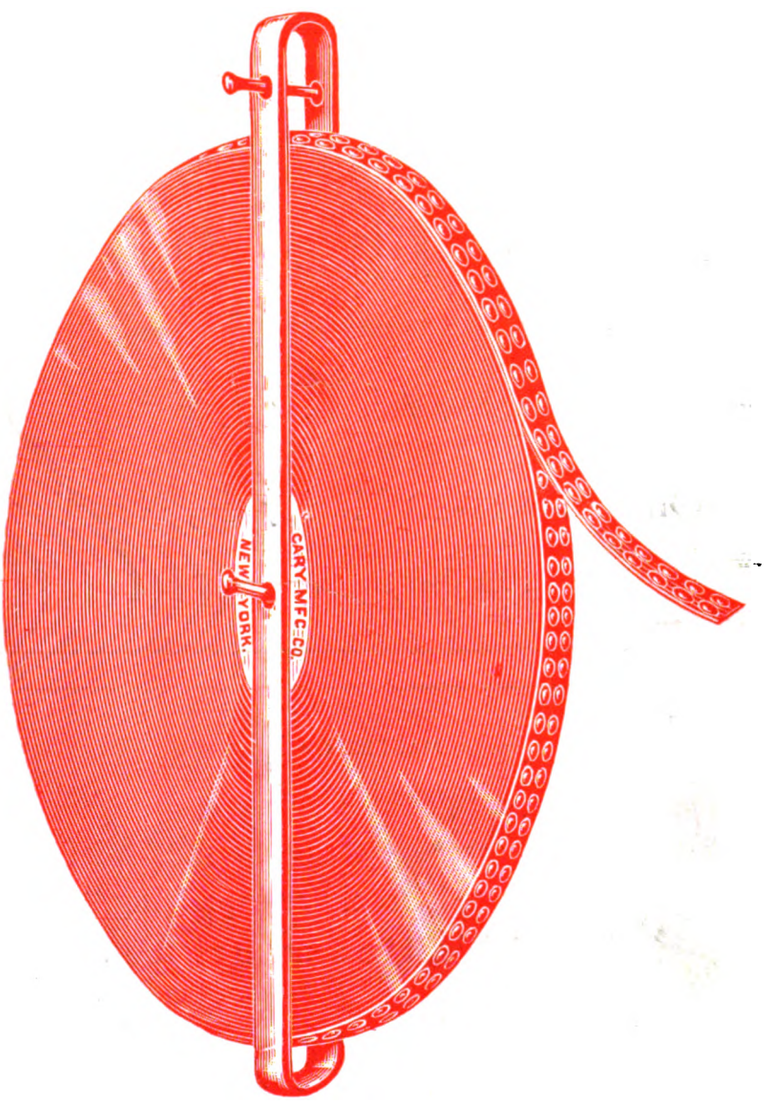
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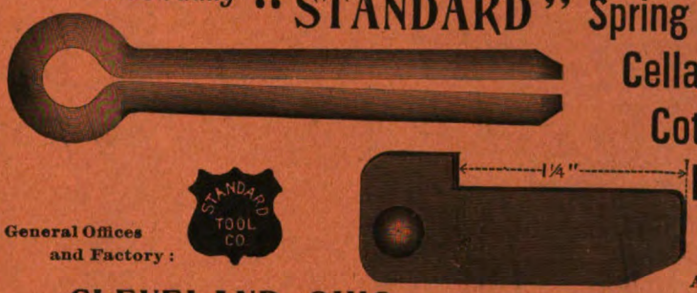
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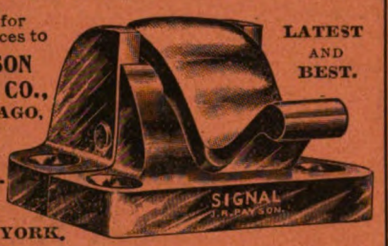
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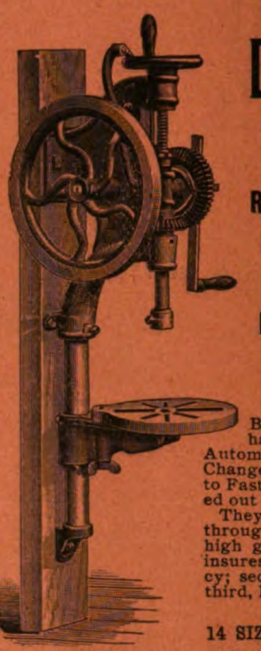
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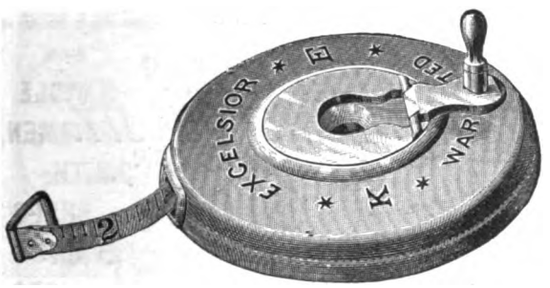
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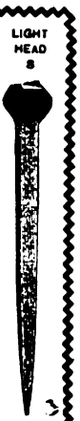
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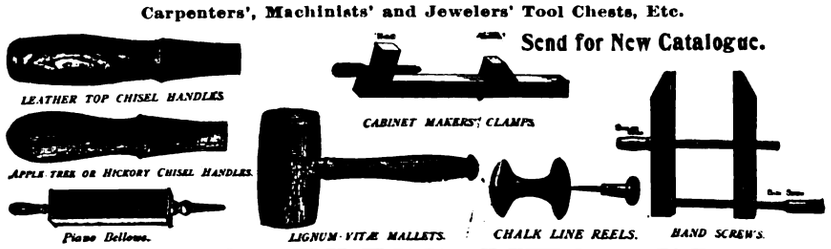
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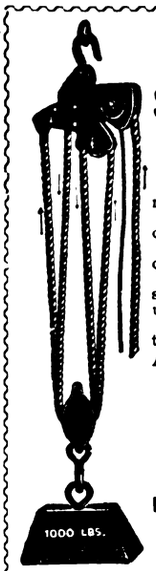
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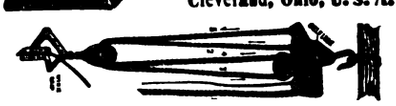
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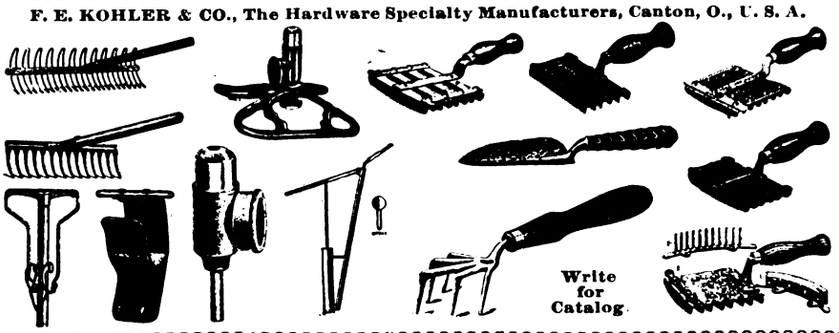
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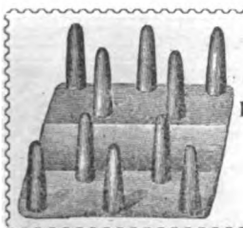
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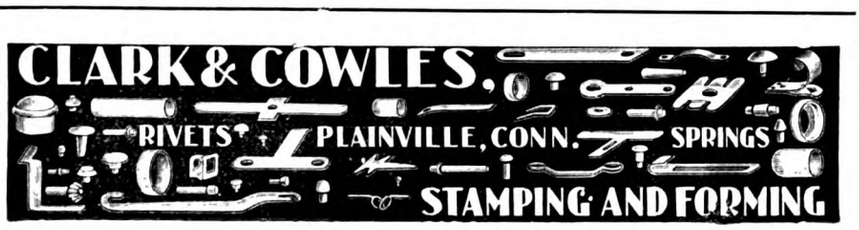
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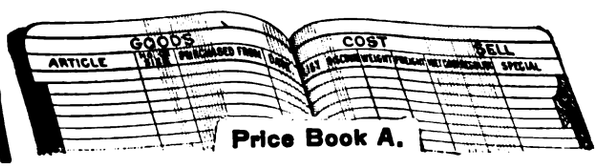
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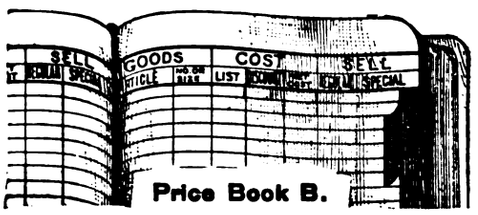
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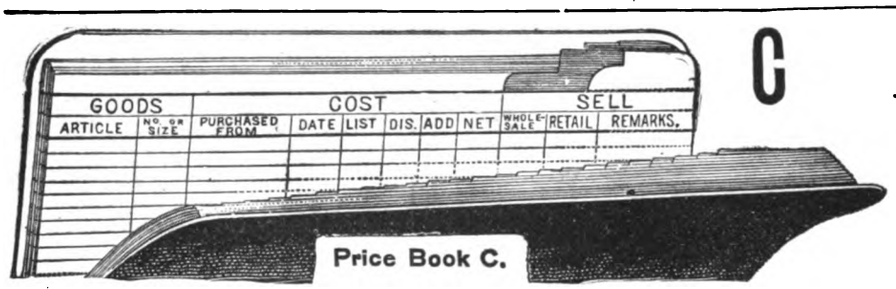
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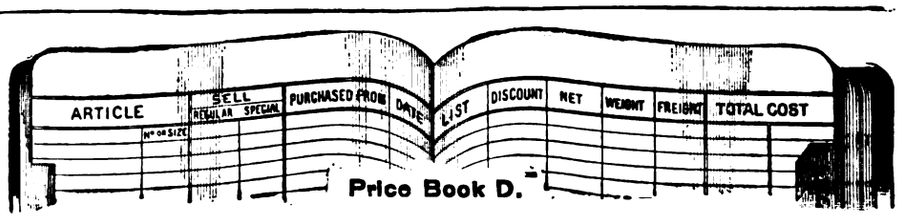
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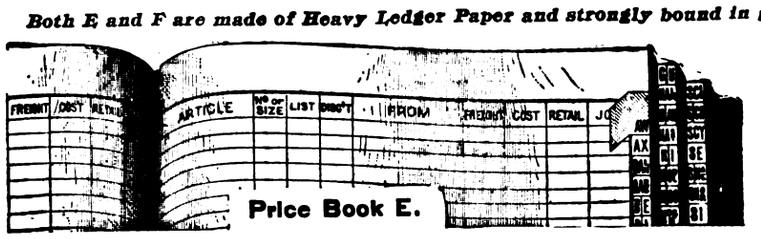
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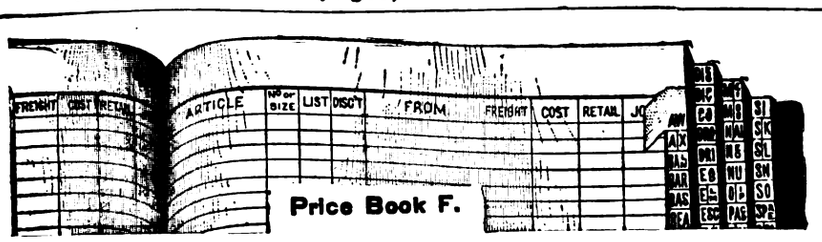
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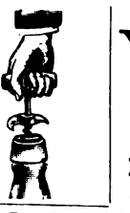
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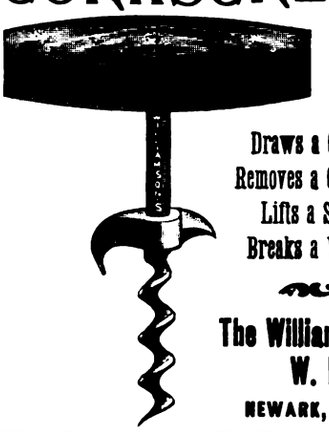
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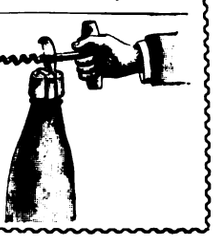
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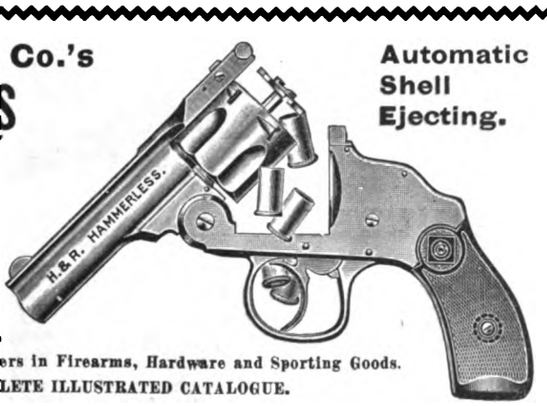
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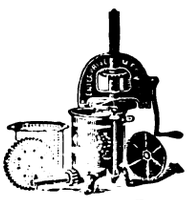


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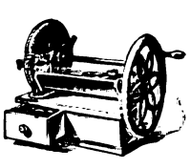
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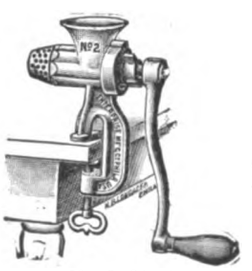
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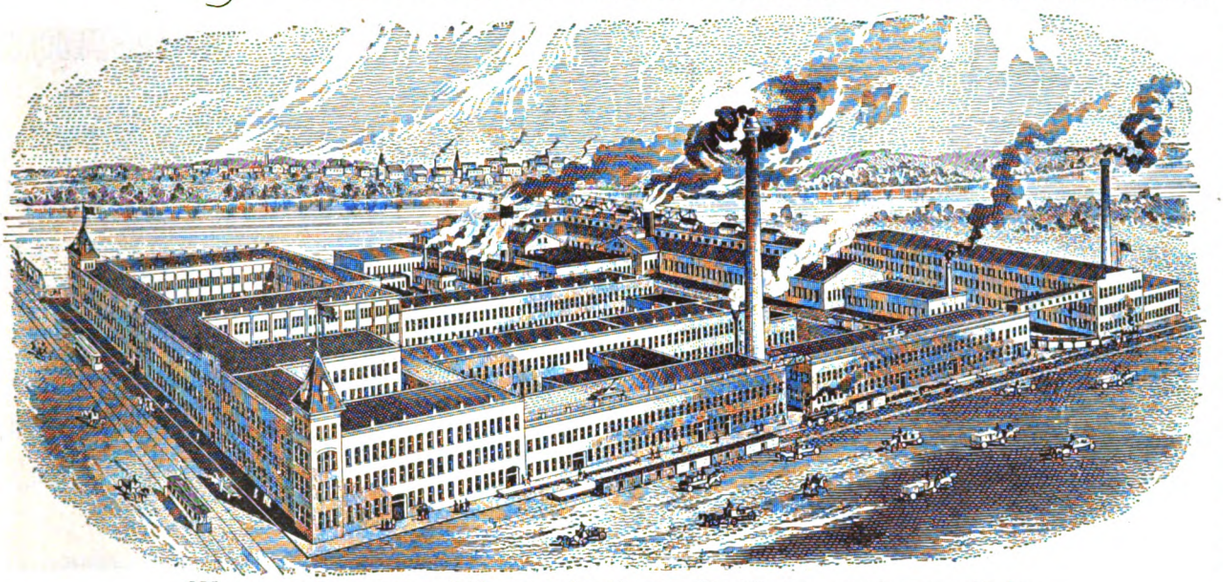
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ELECTRIC DROP STEEL FENCE RATCHET.



Absolute Satisfaction Guaranteed.

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Why the Electric Drop Steel Ratchet should commend itself to you.

(Thirteen is a lucky number you know.)

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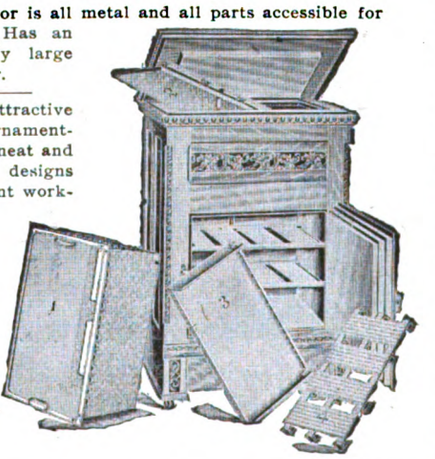
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Made in attractive plain and ornamental finishes, neat and attractive designs and excellent workmanship.



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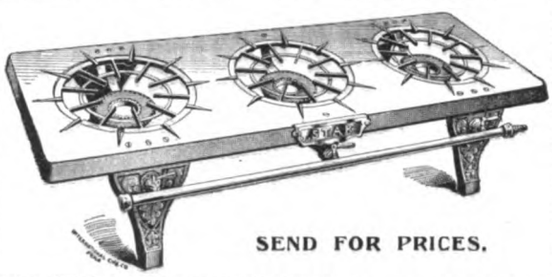
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Perfect Gas Combustion.

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Were won by Rolla O. Heikes, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. Fulford and Le Roy B. Woodard.

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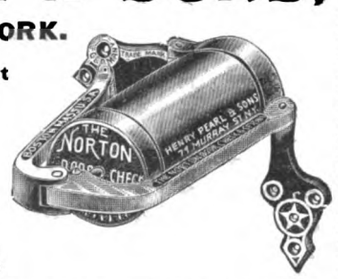
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Hair Clippers

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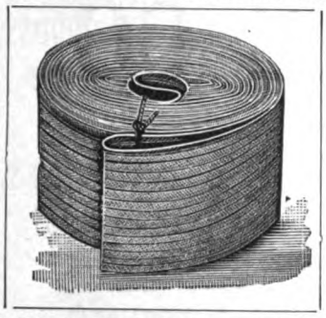
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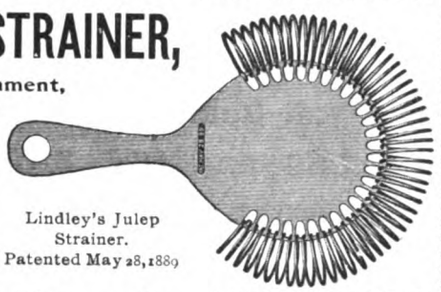
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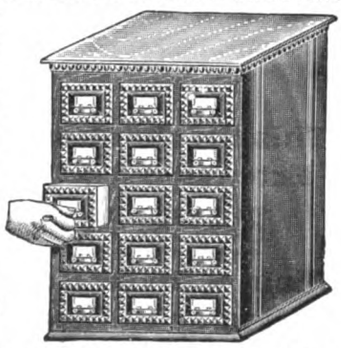
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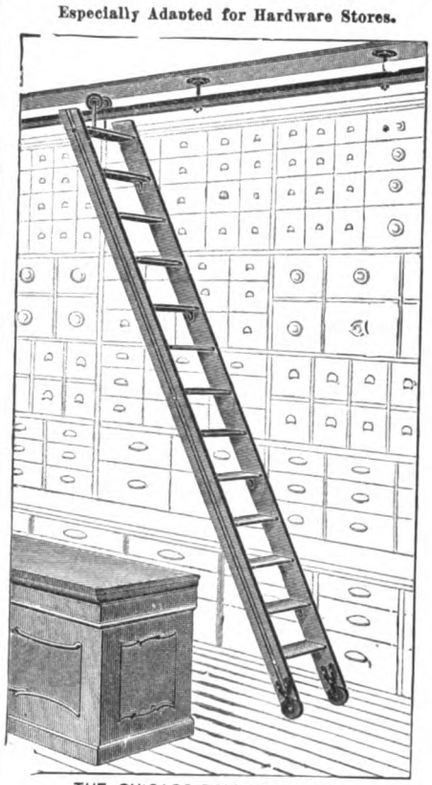


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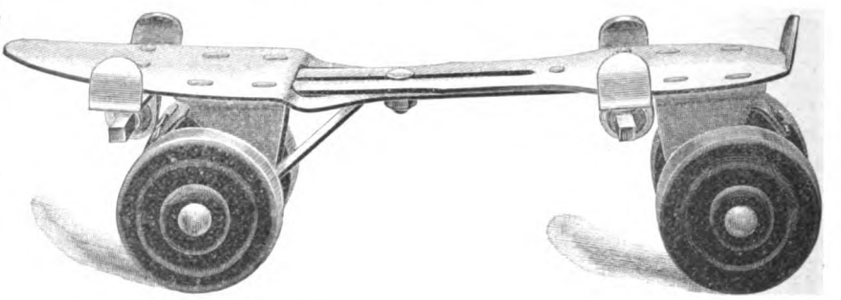
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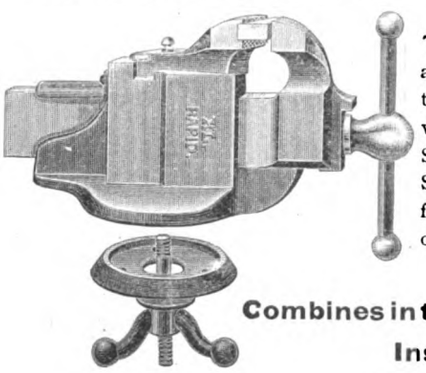
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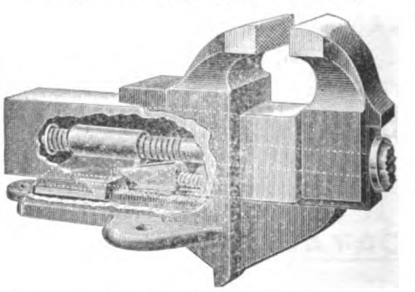
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THE SNEDIKER X. L. RAPID SCREW VISE. Simple--Durable--Heavy--Strong--Quick Acting.



The Swivel Jaw (shown in cut) a patented improvement, greatly facilitates the use of the Vise on uneven work or irregular forms. It is in fact a Self-Adjusting Taper Jaw, with the Strength of a Solid Jaw—an important feature either on Vises with Flat Base, or with Swivel Base.



Combines in the largest degree, SIMPLICITY-SOLIDITY-STRENGTH.

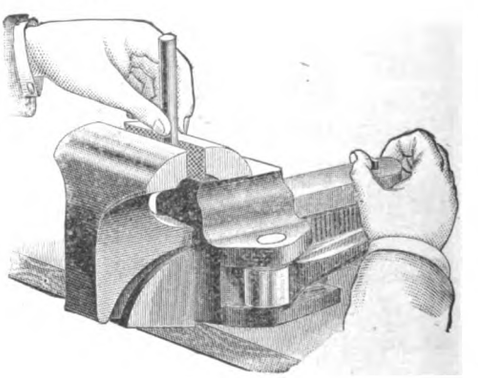
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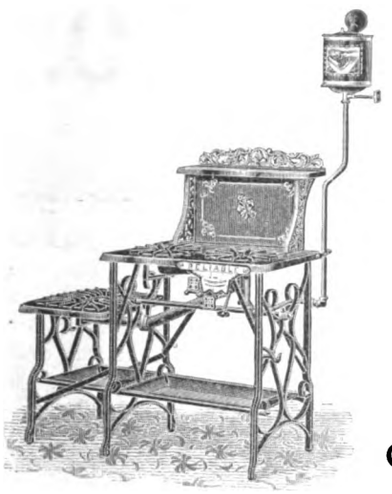
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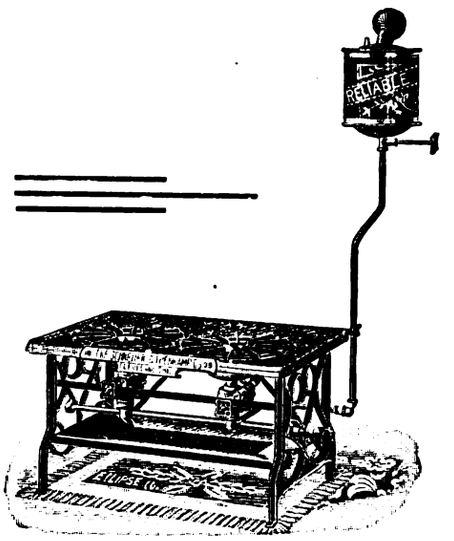
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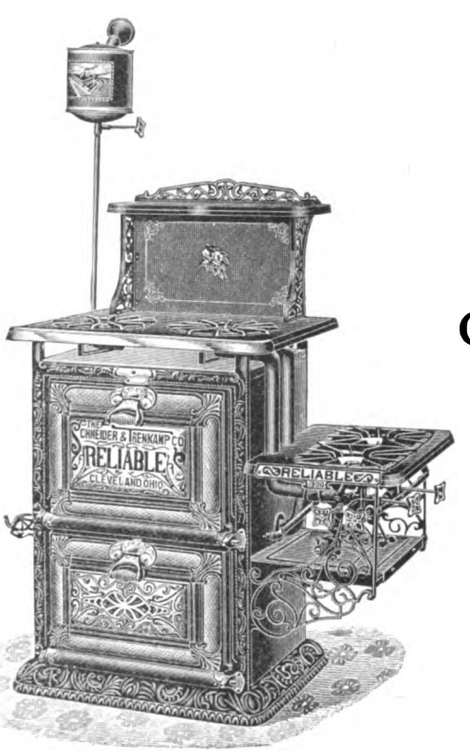
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Our Facilities are Unequaled.

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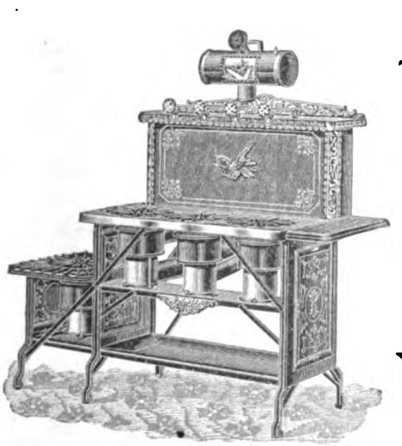
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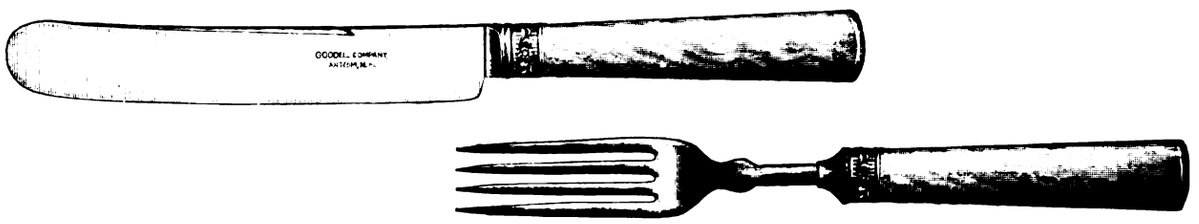
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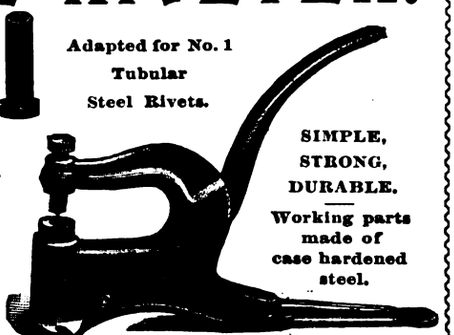
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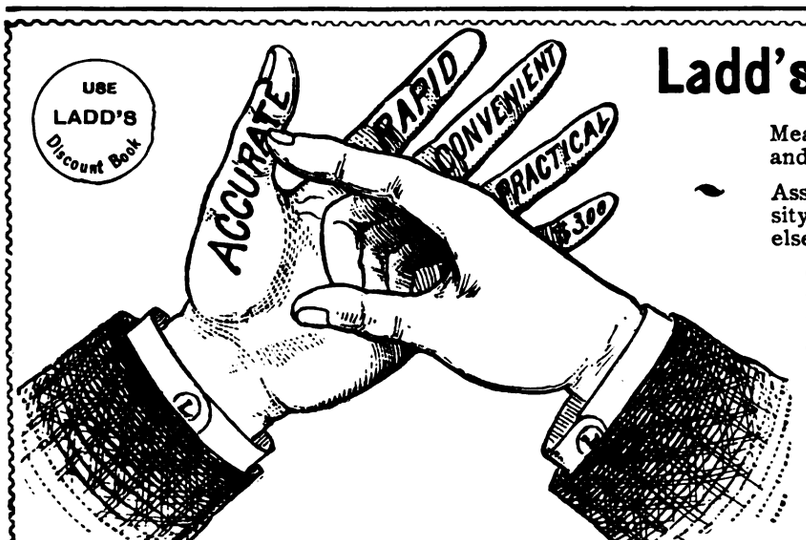
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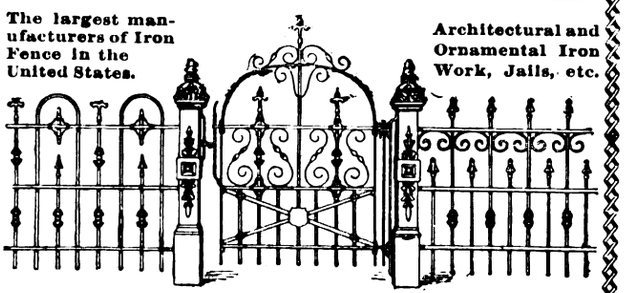
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It Wins the Dealer.

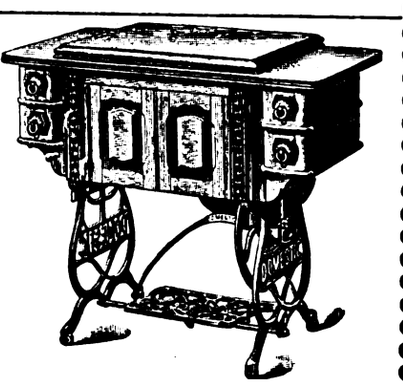
It Wins the Customer.

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It Smooths Out Wrinkles.

It Makes Happy Homes.

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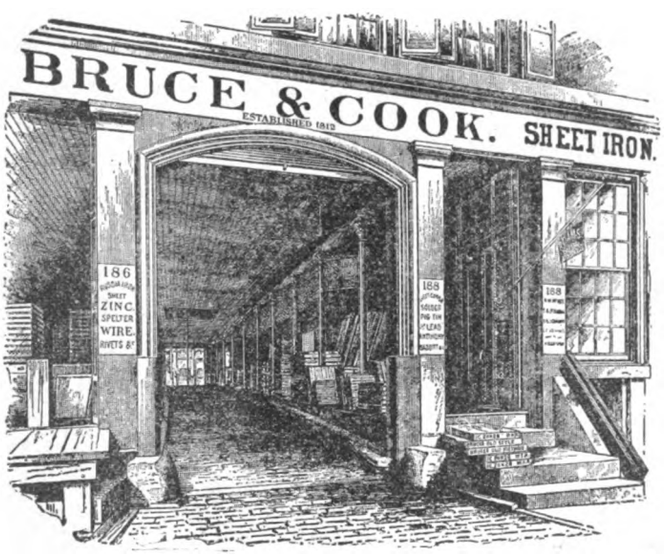
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Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
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Copper Sheets.
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Cor. Elbows and Snoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
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Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
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Stove Boards.
Stove Pipe.
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Taggers Tin.
Terne Plates.
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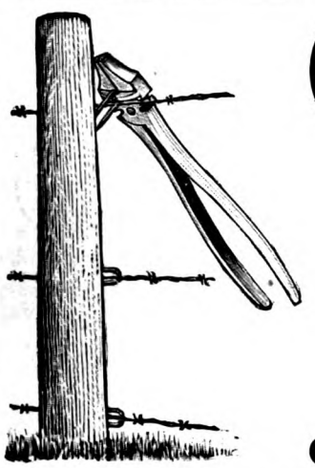
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You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

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Cronk's Patent Fencing Plier and Staple Puller. . .

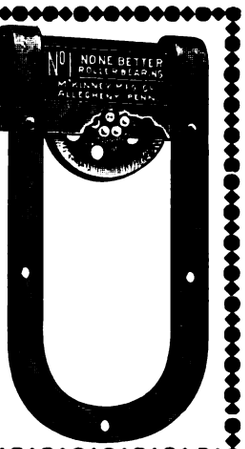
THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer, and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis. _____

CRONK HANGER CO., - - - - ELMIRA, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

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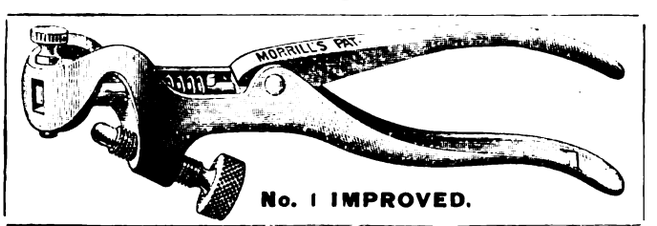
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MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

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Registered, Pat. No. 80,572.
This Trade Mark is stamped on all Hardware Specialties of my make.



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TRADE MARK
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This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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LAWN MOWERS.

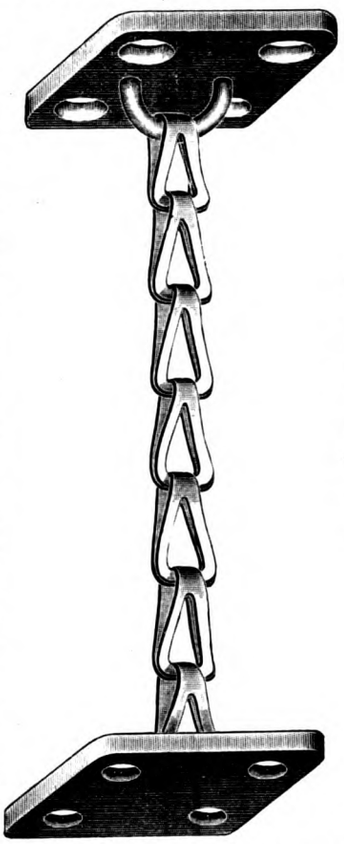
"New Model,"
"New Model High Wheel,"
"Rival,"
"Rival High Wheel,"
"O. K."
"Excelsior Roller,"
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"Royal Blue Ball-Bearing."



Write us for Prices and Catalogue for 1900.

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SASH CHAINS.
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PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.

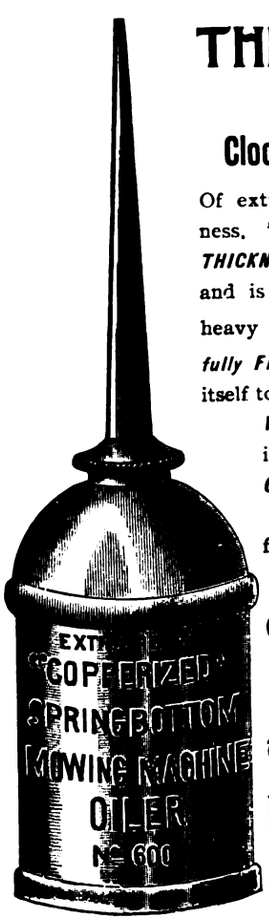
As a suggestion

to Hardware Dealers who are looking for a desirable article in Paints to sell.



Made in sixty-four colors, and packed in all sizes from pints to barrels.

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White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
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117 Fulton St., NEW YORK. 27 Lake St, CHICAGO.



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HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The ***CYLINDER*** is of ***DOUBLE THICKNESS*** around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** ***Beautifully Finished*** It readily commends itself to all ***AGRICULTURAL*** and ***HARDWARE DEALERS*** on account of its ***Elegance, Durability*** and ***Cheapness.***

Special price on large orders from the Jobbing Trade.

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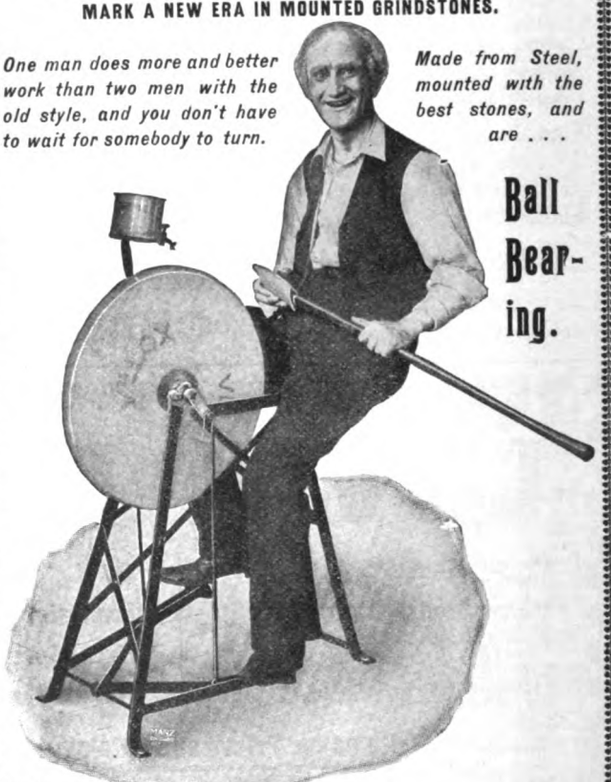
"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better work than two men with the old style, and you don't have to wait for somebody to turn.

Made from Steel, mounted with the best stones, and are . . .

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HARDWARE

The Berlin Iron Bridge Co., of East Berlin, Conn., will remove their New York office on May 1st to the St. Paul Building, No. 220 Broadway. The office will continue in charge of Seymour N. Robinson, their present New York representative.

The Engineering and Mining Journal's figures on the copper production of 1899 are just out. They give the output of the United States as 265,156 tons, a gain of 25,915 on 1898. For the rest of the world the production is put at 208,662 tons, a gain of 13,574 tons. The total increase is a scant 40,000 tons, nine per cent. of the output of the previous year.

The Cleveland (Ohio) Twist Drill Co. has introduced in its factory the system of awarding, semi annually, prizes for valuable suggestions made by employes. A printed notice to employes has been issued, in which such suggestions relating to the business are invited. Prizes are to be awarded as follows: First prize, $50; second, $20; third and fourth, $10 each; fifth and sixth, $5 each.

Among the copper mining companies distributing dividends during the quarter ending March 31st, the largest individual dividend paying company was Calumet and Hecla, with $2,000,000 to its credit, while the Amalgamated Copper Co. comes next, with $1,500.000, and Boston and Montana third, with $1,200,000.

It is reported that the Union Metallic Cartridge Co., of Bridgeport, the Winchester Arms Co., of New Haven, and the Peters Cartridge Co., of Cincinnati, have decided not to exhibit at the Paris Exposition. All these companies had planned to have large exhibits but found the rules too strict.

The Nimmo Fence Co., of Cincinnati, have just completed their new shop on Elsenor Avenue and C. P. & N. R. R, which will have an output several times larger than that of their present shop on Fourth Street. A new catalogue will be ready for the trade in a few days.

The Ferracute Machine Co., of Bridgeton, N., J., will have three exhibits of presses, dies, and other sheet-metal machinery at the Paris Exposition of 1900. In the Main Exhibit Block 8, American Machinery Department, Champ de Mars, and the Department of Coining Machinery, United States Government Exhibit, Champ de Mars, and Heavy Machinery in Block 5, Machinery Annex, Vincennes.

The United States Supreme Court has, since our previous issue, decided the cases involving the stamp tax as it applies to express packages, the question being whether the shipper or the carrier should pay the charge for stamp on packages. The opinion which was handed down by Judge White was favorable to the express companies. There were in fact two cases before the Supreme Court involving the question at issue, but the opinion as given was based upon the case of the American Express Co., against Attorney-General Maynard of the State of Michigan. The case was brought before the Supreme Court after a decision of the State Supreme Court, of Michigan, which decision was adverse to the claims of the express companies. The later opinion reverses the State Court's decision.

Considerable interest is lately given to the foreign market on pig iron, which is held at constantly advancing values, recent quotations making an advance of $2.25 within a month. It is thought should the price be pushed up a little higher it would place American pig iron on a firm exporting basis, notwithstanding the present high freights across the ocean.

The Terre Haute Shovel & Tool Co., Terre Haute, Ind., have ready for shipment a large consignment of shovels for Hong Kong, China, and also one for Buenos Ayres, Argentine Republic. That company has received orders for goods to be shipped to Mexico and equally important countries.

It is reported that Wickwire Bros., Cortland, N. Y., are considering the advisability of adding to their wire manufacturing plant, the manufacture of the rods used in their wire which they have hitherto purchased. This plan, if put into execution, would necessitate nearly doubling their present plant.

The Postmaster of New York has received from Washington the first lot of the small bound books containing one, two and four dozen two cent postage stamps. Only one cent extra is charged for a single book, and 1000 of the twelve-stamp books can be bought for $250, the same number of twenty-four-stamp books for $490 and a like supply of the forty-eight-stamp books for $970. As soon as practicable the sale of the new books will be extended to all the branch and sub-stations of the Postoffice in the city.

Under the name of Mertes & Krupp, a new firm will commence business in Hardware and house furnishing goods, on or about May 1st, in Toledo, Ohio. The two partners composing the firm have been in the employ of the Stollberg & Clapp Co., of that city, for a number of years, and are well known as industrious and ambitious Hardwaremen. Mr. Mertes will assume charge of the wholesale department, and Mr. Krupp, the retail part. It is their intention to carry a full and complete assortment of goods in the lines above mentioned, and manufacturers are requested to favor them with their catalogues, price lists, etc.

H. D. Smith & Co, Plantsville, Conn., manufacturers of vehicles and special drop forgings, established in 1850, have opened a New York office in the Postal Telegraph building, No. 253 Broadway, where samples of their work may be seen. This company have recently been reorganized and are now under an entirely new management. Their well-known trade mark is represented by an S in a circle being used on their make of carriage and other forgings. W. D. Walkley, the vice-president of the company, and formerly of the Peck, Stow & Wilcox Co., will be in charge of this office, and associated with him will be L. H. Schmitt, who was for many years also identified with the same company. In addition to a line of carriage forgings, which are reputably known, the company call particular attention to their willingness to make estimates on high-grade drop forgings for automobiles, bicycles, typewriters, sewing machines, etc. Correspondence having reference to this class of work is solicited.

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HARDWARE

VOL. XXI. APRIL 25, 1900. NO. 2.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 Chambers St., New York.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

"Hardware" to Its Friends.

We have been greatly pleased at the manifestations of appreciation and approval received since the publication of our Anniversary Number. They come from the earnest friends of *Hardware*, who take pride in the inspiration of such an achievement, indicating as it does, the abundant prosperity which it has been our good fortune to enjoy. It greatly upholds the confidence in our paper's progress, which we know will make "the future skies serenely clear and fill our hearts with calm content."

Hardware was never on so firm a foundation for usefulness as under its present prosperous conditions. We are confident our readers cannot help but notice the improvement, typographically and otherwise, which has been in evidence throughout the past year. Although published at a nominal rate for subscription, we have made no changes from motives of economy in the many interesting departments of our paper, but instead we contemplate several changes in the near future tending to increase its popularity and add to the interest of a semi-monthly perusal of a paper devoted exclusively to furthering the aims and advancing the views of the Hardware industry.

This is a field large enough, if properly cultivated, to satisfy our sincerest endeavor, and we are proud to ask the co-operation of our many friends in this desire to prove useful to the trade, whose prosperity it is our highest ambition to advance to the fullest extent of our increasing influence.

Editorial Trade Review.

The conditions of general trade throughout the country present few features of unusual importance. The retail buyers are filling their shelves with no speculative overstock. Seasonable goods are in excellent request, and some of them still difficult to obtain in usual quantities. Advance orders have been unusually good as to volume for such articles as form the features of the Spring demand: Lawn mowers, haying tools, green wire cloth, poultry netting, etc; and as the season advances and the Spring warmth increases in intensity, no retrograde influence will be noted in the general sales in the trade centres, and this will apply to all sections so far as observed.

All over the country money is in plentiful supply at no restraining rate of interest. New and large enterprises are again considered by capitalists, and important interests that have been lying dormant for months are awaking into active progression, and command attention by a prospect for an undoubted profit. The season in many sections has been backward but with Spring weather, trade confidence will more fully assert itself; goods will move in lively fashion; indications of any underlying weakness will entirely disappear, and the slight concessions in price considered essential to inspire sales will no longer be needed or relied upon to obtain business.

Reports from Southern trade jobbers indicate that the season just closing with them has been an excellent one, the demand still continuing with excellent prospect for future crop conditions and the belief that the future will see the chief crop of the South marketed under conditions much more favorable as to price than has obtained in many seasons.

The bicycle trade, still a prominent item in the Hardware trade of the country, has surprised many of the dealers who have held back from purchasing the usual Spring supply. Manufacturers have been unable to make prompt shipments by usual transportation facilities, and rush orders are again in evidence. The low prices now prevailing and the good grade of the product offered are responsible for the enthusiastic conditions surrounding a branch of business which many fancied had about run its course.

An Ill-Judged Announcement.

It was an unfortunate confession publicly made by those high in authority with the American Steel & Wire Co. that overproduction had been the prominent feature of their productive facilities of late; and when this was followed by the announcement that twelve plants controlled by them, affecting the labor of upwards of 10,000 men would be shut down temporarily, the trade was taken by surprise. This unexpected statement was made at a time when the big buyers were holding off from heavy purchases, in order to weaken the market to just the extent an announcement of this weight would warrant. It has certainly made hesitating buyers more timorous than ever, and jobbers overloaded with full stocks, still more anxious to sell by cutting previous quotations.

It is difficult to predicate the outcome under such unforeseen circumstances. It only shows how true was the statement, made when the rod mill employes struck for advanced pay, that the company had already stocked up in anticipation of that movement among their workmen, and had 250,000 tons of various products ahead. It is the general feeling in the trade that wire nails are at the top-notch price, and other wire products equally as near; and to market the possible production of the mills under discussion, some concession, not indicating a collapse in iron and steel generally, is fairly to be anticipated.

It should be borne in mind when comparisons are made in regard to prices that but few lines of goods are held at anything near the extravagant advances noted in the wire products. Conservative manufacturers, not desiring to suspend the ordinary trade move-

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ments in their production, have not made abnormal prices even under the temptation afforded by a steady demand; and should any recession from the highest point be made in this leading staple, wire nails, it need not produce any unreasoning revulsion in that sanguine judgment which grounds the belief we have in future conditions of continued prosperity. Let us not permit the ill-judged fears of a pessimistic purchaser to take the reason prisoner, and cause us to believe the bottom is on the edge of dropping out of things generally.

Standard Tool Co.'s Paris Exhibit.

The Standard Tool Co., of Cleveland, Ohio, have shipped to Paris one of the most striking and attractive exhibits in their line of manufactures that will be found in the Paris Exposition.

It consists of two elaborate sample cases, both of which are remarkable for an elegant simplicity in construction and appearance, furnishing a setting for the tools exhibited, which are shown in great variety, accurately finished for actual work. The larger case is pyramidal in form, enclosed in plate glass, and resting on a base of rosewood and black marble. On one side of the pyramid is the trade mark of the firm, consisting of a shield bearing their name, the design of which is worked out in small tools and surrounded with the various sizes of drills which form the finished product of this company. On the other sides are displayed their line of reamers, arbors, taps and milling cutters. About the base is clustered, in great variety, mandrels, chucks, drills in sets and large drills, also many special tools, not ordinarily listed. All of these tools are made from the highest quality of tool steel, the smallest sizes from P. Stubs' wire, and will undoubtedly command the admiration of all beholders.

The smaller three-cornered case is almost wholly composed of plate glass resting on a marble base, each shelf in the exhibit reflecting drills, milling cutters and reamers, of such mechanical excellence that it is superfluous to add that the company have won a foremost place as makers of small tools which are now, and have been for a long time, used in the largest manufactories of the world. The time and care that have been given to the selection and preparation of this complete mechanical exhibit indicates the company's interest in fostering and encouraging the foreign trade already established by them.

Phenomenal Growth of Our Production of Copper.

The rapid growth of the copper industry in the United States and the large proportion which this country supplies of the world's copper consumption is illustrated by some figures presented by a German publication, entitled "A Century of Copper," a translation from which has just reached the Treasury Bureau of Statistics. It shows that the United States has during the decade 1891–1900 produced more than half of the copper of the world, while in the preceding decade it supplied but about one-third of the world's production, and in the decade 1871–80 the proportion supplied by the United States was only about one-sixth of the total.

The growth of copper production in the century has, according to this statement, been very rapid, being in the first decade 91,000 tons, in the fifth decade 291,000 tons, and in the tenth decade, which ends with 1900, 3,463,000 tons, of which 1,963,000 tons is supplied by North America, the large proportion of this being from the United States.

The greatly increased demand for this material is further illustrated by the fact that although the production has increased from 505,999 tons in the decade 1851–60 to 3,643,000 in the decade 1891–1900, the average price, according to the publication in question, has only fallen from £111 per ton to £52 per ton, production having during that time increased more than sixfold, while the price fell but about one-half.

While the world's production has increased with startling rapidity during the century, that of North America has by far outgrown all other parts of the world, and it is apparently through the enormous supplies of North America —chiefly the United States—that the world's production has so greatly increased. A table contained in this publication, which gives the production of each decade by principal countries, shows no record of production in North America earlier than the decade 1841–50, in which period the total production is given at 2,400 tons, while in 1851–60 it was 37,000 tons, in 1861–70 97,000 tons, in 1871–80 186,000 tons, in 1881–90 730,000 tons and in 1891–1900 1,963,000 tons, the copper production of North America in the decade 1891–1900 being thus two and one-half times as great as in the preceding decade and ten times as great as in the decade 1871–80.

In the matter of consumption the figures are equally interesting. A table showing the consumption of England, France, Germany and North America gives the total consumption in those four countries at 409,583 tons in 1899, against 268,447 tons in 1893, being an increase of about 50 per cent. during the period under consideration, while in North America alone the production is given at 77,433 tons in 1893 and 162,000 tons in 1899, the growth being over 100 per cent. during the period.

The rapid increase in the share of the world's copper consumption supplied by the United States is illustrated by the export figures of the decade just ended, which show that the exportation of copper in ingots, bars and plates, which in 1890 amounted to 20,237,409 pounds, was in 1899 254,987,164 pounds, while the total value of copper exported, exclusive of ore, increased from $2,349,392 in 1890 to $35,983,529 in 1899.

The following table shows the value of copper manufactures of all kinds, including copper in bars, plates and ingots, exported in each year from 1890 to 1899:

1890	$2,349,392	1895	$14,468,703
1891	4,614,597	1896	19,720,104
1892	7,226,392	1897	31,621,125
1893	4,525,573	1898	32,180,872
1894	19,697,140	1899	35,983,529

Constantly Increasing Growth of Our Exports.

March exportations are larger than those of any corresponding month in our history, and double the average for the month of March during the decade ending with 1896. The total exports of the month, as shown by the figures just reported by the Treasury Bureau of Statistics, are $134,313,348, against $104,559,689 in March of last year, $75,574,185 in March, 1896, and $66,516,571 in March, 1893. Thus the exportations of March, 1900, are more than double those of March, 1898, and 25 per cent. greater than those of March of last year, and, as already stated, are larger than those of any preceding March in our history. Indeed, the reports of the Bureau of Statistics show but one month (December, 1898) in the history of the export trade of the United States in which the total exportation was as large as that of March, 1900, the month of December usually being the heaviest export month of the year.

Not only are the March, 1900, exports the heaviest in the history of our foreign commerce, but the total for the nine months ending with March is also greater than that of any corresponding nine months in the history of our exports. The total exportations in the nine months ending with March, 1900, are $1,053,832,675, against $947,919,405 in the corresponding months of last year, $925,905,326 in the corresponding month of 1897, and $515,499,635 in the corresponding months of 1886, having thus doubled in fifteen years and increased over 53 per cent. since 1898.

The steady increase in exportations is the more remarkable in view of the fact that exports of agricultural products are only about the same as those of the corresponding

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months of last year, the notable increase of more than one hundred million dollars in the nine months in question being largely in manufactures. In the eight months ending with February (the details for March not yet being completed) the exports of agricultural products were practically the same as those of the corresponding eight months of the preceding year, while those of manufactures showed an increase of $61,000,000.

These astonishing figures of the March exportations make it apparent that the total exports of the fiscal year 1900 will exceed those of any preceding year in our history, since for the nine months of the fiscal year for which the figures are now at hand, the total exports are $105,000,000 greater than those of the corresponding months of any preceding year. It seems probable that the total exports of the year will reach $1,300,000,000, and that manufactures will supply fully $400,000,000 of this vast sum.

Imports also show a marked increase over last year, the principal increase being in manufacturers' materials, which in the eight months ending with February were $60,000,000 greater than in the corresponding months of the preceding year, while manufactured articles for use in the mechanic arts also showed an increase of over twenty million dollars.

The following table shows the total imports and exports in March of each year beginning with 1893:

March.	Exports	Imports.
1893	$66,516,571	$86,663,524
1894	70,640,830	66,031,689
1895	65,161,847	69,295,493
1896	75,574,184	66,455,663
1897	87,282,247	76,351,444
1898	112,620,496	61,562,183
1899	104,559,689	72,820,746
1900	134,313,348	86,442,177

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

♣

QUESTION.—Has a stockholder of a New York corporation the right to examine the books of that corporation? If so, where and how often can the right be exercised?

REPLY.—1st. The stockholders of a corporation have the right to examine the stock book of such corporation and to make extracts therefrom. 2d. Such stock book shall be open daily, for the inspection of its stockholders, during business hours. In the matter of Steinway the Court of Appeals of this State, last June, rendered a very learned and interesting opinion upon the subject in question. The direct question submitted to the Court for decision was: Has the Supreme Court the power, upon the petition of a stockholder, to compel by mandamus the corporation to exhibit its books for his inspection? In deciding this question, the Court holds that a stockholder has the right at common law to inspect the books of his corporation at a proper time and place, and for a proper purpose; and that if this right is refused by the officers in charge, a writ of mandamus may issue in the sound discretion of the Court, with suitable safeguards to protect the interests of all concerned. The Court should, however, proceed cautiously in this matter, and take due precautions as to time and place, so as to prevent interruption of business or other serious inconveniences. In 1892 the Stock Corporation law was passed; section 29 thereof provides that every stock corporation shall keep a stock book, which "shall be open daily during business hours for the inspection of the stockholders and judgment creditors, who may make extracts therefrom." This section, however, deals with the inspection of the stock book, but is silent as to the other books of the corporation. In considering this and other statutes on the subject, the Court holds that the common law right of a stockholder, with reference to the inspection of the books of his corporation as above set forth, still exists unimpaired by legislation.

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QUESTION.—Some time ago a man died owing me about $500. I understood that he left considerable property, and died a wealthy man. As soon as I heard about his death, I called upon his administrator and was told to file proof of my debt with him, which I accordingly did. My claim was rejected by the administrator without giving any good reason for his action. He also stated that claims which were preferred to mine by law had to be paid first, and that when these were paid there would be nothing left with which to pay my claim. Kindly advise me, first, what I should do in regard to my rejected claim, and, secondly, what debts of an estate must by law be paid first?

REPLY.—1st. If the administrator rejected your claim and did not agree to refer it to referees for determination, you must begin suit upon your claim within six months after it was rejected, or if not then due, within six months after it, or some part of it, became due, or you will lose your right of action thereon. These facts present an instance where the period in which to bring an action on a simple contract is reduced from six years, as is ordinarily the case, to six months. 2d. Claims against an estate must be paid as follows: First, debts entitled to preference under the laws of the United States. Second, taxes assessed prior to the decedant's death. Judgments docketed and decrees entered according to priority. Third, all bonds, sealed instruments, bills and notes, and unliquidated demands and accounts. No preference is given any debt over other debts of the same class, except those in the third class, We would advise you to consult a lawyer at once.

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QUESTION —A friend of mine, recently, requested me to become the executor of his estate. As he was about to make his will, he wished to know whether or not I would accept this trust. I told him that I would do so. Kindly inform me to what commissions I am entitled for the performance of any duties as executor.

REPLY.—An executor in New York State is entitled to a commission of five per cent. on the first $1000, two and one-half per cent. on the next $10,000, and one per cent. on the balance of the amount passing through his hands.

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QUESTION.—I am a resident of New Jersey, and am desirous of suing a man in New York. I have been told that if I brought suit in New York I would have to deposit some security for the expenses of the suit. Kindly inform me through your legal column whether or not this is so, and if so, what amount I must deposit.

REPLY.—A statute of this State provides that if a non-resident brings suit in a court of record of this State, he must, on demand, give security for costs to the amount of at least $250. The security may be by two or more resident sureties, or by paying the money into Court. If the security for costs is not given after it has been duly demanded, the plaintiff's attorney becomes liable for such costs to the extent of $100, and the plaintiff's suit may be dismissed.

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"I understand the Irish people are much dissatisfied at the Queen's visit to Ireland."

"Why so?"

"If she really wishes to make up to the Irish, the feeling is general that she should visit the United States.—*Philadelphia North American.*

Take in your hand a crystal of quartz, a stick of deal, a daisy, an acorn, and you will not find in them a single element of matter that is not also found in your physical frame.—*Ex.*

He—Am I right in presuming to think you care for me
She—No, you are left.

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New England Hardware Dealers' Association.

At a meeting of the New England Hardware Dealers' Association held at the United States Hotel, Boston, during the afternoon of April 11, in consequence of invitations having been extended to them to be present on that occasion, a number of manufacturers and their representatives responded and met the members of the association. President Burditt said the object of the meeting was to see if some plan could not be devised by which the Hardware needed by contractors and others of similar importance could not be furnished by retail Hardware firms.

The subject was pleasantly discussed by a number of those present representing both interests, those of the dealers and also of the manufacturers, and on motion of D. Fletcher Barber a committee of five was appointed by the chair whose duties were defined as the providing of a plan to adjust these differences and report at the next meeting of the Executive Committee. President Burditt appointed as this committee J. B. Hunter, D. F. Barber, H. G. Janvrin, E. A. Loomis and S. H. Thompson.

A banquet, one of the features of the monthly meeting, followed this discussion, the manufacturers' representatives being the special guests of the occasion. After dinner, upon resuming the regular business of the evening, the slips obtained at the previous meeting from the dealers present on that occasion were passed around for reference. They presented great diversity in the quotations, evidencing the need of some system that would present uniformity in action. The following will indicate the differences:

Wire Nails per keg, base	$3 85 to $4.25
Cut Nails, per keg base	$3.05 to $3.70
Wire Nails per pound	5 to 6 cents
Cut Nails, per pound	4½ to 6 cents
Rope, p r pound	16 to 25 cents
Sheet Zinc	9 to 11 cents
Cut Zinc	9½ to 11 cents
Screws, discount	70 to 80 per cent.

The discussion of the evening was opened on the subject of "What new lines of goods can be added to the Retail Hardware stock that can be sold with profit to the dealer?" This was participated in by a number of members, who named a series of lines that had been utilized in order to increase the profits arising from an intelligent prosecution of the business. Among these were noted sewing machines, bath cabinets, gas stoves, stove linings, wringer rolls and carpet sweeper repairs.

E. A. Loomis, of Providence, referred to their successful addition of electrical supplies, which was started in a small way and in ten years has reached an importance remarkable in its extent. Photographic supplies was a line also referred to as being desirable, but such lines as electrical and photographic supplies, it was thoroughly understood, required skilled assistants, fully conversant with the business, in order to achieve success.

Mr. Barber made reference to a repair shop established on his premises, which was one of convenience and profit and where key fitting, drilling and similar mechanical work was provided.

The discussion was one of interest to those present, and some of the suggestions will no doubt be acted upon.

During the evening H. C. Fay, of Athol, Mass., was elected to membership, and A. S. Morss having resigned from the original Investigating Committee D. Fletcher Barber was appointed in his place.

The Entertainment Committee for the evening consisted of D. F. Barber, H. G. Janvrin and S. H. Thompson. Music was furnished by former president Parlin and Robert L. Van Buskirk

The Entertainment Committee for the May meeting are William H. Warren, Boston; James P. Mackay, Brookline, and William E. Whitney, Somerville.

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The discount list is the soul of the catalog.

Berlin Iron Bridge Co.'s New Plant.

The Berlin Iron Bridge Co., of East Berlin, Conn., have made an extensive purchase of real estate at Pittsburgh, Pa., and have already started on the new plant to be located at that point. They have bought fifty acres of land between the Pennsylvania Railroad and the Ohio River, upon which they will locate their plant, and in addition fifty acres of land back from the river, and upon this latter piece they will put up a number of houses for the use of their employees. The foundations of the buildings are now being put in place, and it is the intention that this plant will be in complete operation by the 1st of July, as the orders for the machinery equipment have been placed for some months.

The office building will be sixty feet square and four stories in height, and will be of firepro of construction throughout. The template shop will be sixty feet in width and 300 feet in length, and two stories in height. The main shop will be constructed entirely of steel and glass, and will be 220 feet in width and 700 feet in length. The entire plant will be equipped with new machinery, which will be of the heaviest and most modern design, and the orders have been placed with the Hilles & Jones Co., of Wilmington, Del., the Cleveland Punch & Shear Works Co., of Cleveland, Ohio, the Niles Tool Works Co., of Hamilton, Ohio, and the Brown Hoisting & Conveying Co., of Cleveland, Ohio.

The hydraulic plant will be very elaborate, and will be furnished by Wm. H. Wood, of Media, Pa. The floor surface of the main shop is to be controlled by twenty-three traveling cranes of various sizes and design, of the heaviest capacity, all furnished by the Chisholm & Moore Mfg. Co., of Cleveland, Ohio. The fuel used will be natural gas, the engines being furnished by the National Meter Co., of New York. The machinery will be operated throughout by electricity, the generators and motors being furnished by the General Electric and Westinghouse people.

The Berlin Iron Bridge Co. have had a very large experience, extending over long years in designing and building manufacturing plants, and they intend that this their own plant shall be the most perfect and complete of its kind in the world. No pains or expense have been spared in making it such, and the company are now taking contracts to be built at this plant for delivery after July 1st. The capacity will be from 3000 to 4000 tons per month.

Fire-Proof Cloth.

No elaborate statistics are necessary to prove that many fires might be prevented if carpets, curtains, draperies and clothing were non-combustible. This is precisely what a firm of German manufacturers propose to bring about. After several years of experimenting they announce the discovery of a chemical treatment that will render any fabric of cotton, linen, wool or fibre fire-proof. The process is cheap and adds but little to the weight of the article treated.

The facts in the case are reported by the American consul at Friedburg. The consul has tested the treatment upon various grades of cloth. He notes no injury to the coloring or strength of the fiber. When a candle flame was brought in contact with the treated cloth there was charring at the immediate point of contact, but no spread of fire; saturated with kerosene, the oil burned vigorously, the fibre was charred, but the cloth was not burned. Applied to wood it has the same effect. The chemicals, however, are soluble in water, so the process is not useful for outdoor use, and garments when washed must be re-impregnated.—*Stoves and Hardware Reporter.*

"Good little boys always eat crusts."
Yes, an' git apendercederS.,!"

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The Immense Growth of Commerce on Our Great Lakes.

No feature of the commerce of the United States, whether domestic or foreign, shows a more wonderful development than that carried upon the Great Lakes where navigation is about to resume for the season of 1900. A growth in our foreign commerce from one billion dollars in 1872 to two billion dollars in 1900 is remarkable, and an increase of our exports from 444 million dollars in 1872 to 1227 million dollars in 1899 is even more striking, but this growth is insignificant when compared with the growth of commerce on the Great Lakes as measured by the few available measuring rods which the present rather unsatisfactory statistical system furnishes. Yet the fact that navigation on the Lakes is about to open and that

THE GREATEST "SEASON" EVER KNOWN

is confidently predicted by those familiar with the traffic there, makes some facts, which the Treasury Bureau of Statistics has just presented in one of its monthly publications, especially interesting.

The single point at which accurate statistical statements have been kept during a considerable term of years is at St. Marys Falls Canal, which connects Lake Superior with Michigan, Huron, Erie and Ontario; and by a study of these figures it is practicable to compare in some degree the growth of internal commerce on the Great Lakes with that of our foreign commerce. As already indicated, the foreign commerce of the United States has doubled since 1872, and the exports have trebled during that period. During the same time the tonnage of vessels engaged in the commerce passing through the St. Marys Falls Canal increased from 914,735 registered tons in 1872 to 21,958,347 tons in 1899, the increase having been over 2000 per cent. as against an increase of 100 per cent in total foreign commerce and 200 per cent. in exports.

THE GREAT ARTICLES ENTERING INTO THE COMMERCE

on the Lakes are wheat, flour, and other grains; coal, iron and lumber. The statements of the quantities of these articles passing through the Soo Canal illustrate the growing utilization of this great water route for transportation of these articles so readily transported in bulk. In 1871 the number of bushels of wheat passing through the canal was 1,376,705, while in 1899 the number of bushels was 58,397,335, or more than forty times as much as in 1871. Meantime the receipts of wheat at Buffalo increased from 14,000,000 bushels in 1872 to 83,000,000 in 1898, while the total receipts of grain of all kinds (including wheat in the form of flour) received at Buffalo by lake, increased from 62,000,000 bushels in 1872 to 267,000,000 bushels in 1898. Meanwhile the exportation of wheat and wheat flour increased from 39,900,000 bushels in 1872 to 232,000,000 bushels in 1899, the increase in transportation by lake thus being much greater proportionately than the increase in exports from the seaboard. Transportation of flour through the Soo Canal has increased with even greater rapidity, growing from 136,411 barrels in 1872 to 7,114,147 barrels in 1899; while grain other than wheat increased from 445,774 bushels in 1872 to 30,000,000 bushels in 1899.

IN METALS AND MINERALS THE GROWTH OF TRANSPORTATION

on the Lakes is quite as striking as in breadstuffs, the quantity of coal carried on the Soo Canal having increased from 80,815 tons in 1872 to 3,940,887 tons in 1899. Coal from the Pennsylvania and Ohio fields is supplied at low freight rates to the Lake Superior region where coal production is light and fuel greatly in demand, as the vessels which carry the iron ore, grain and flour from the Lake Superior region carry coal on their return trips at nominal freight rates, and as a consequence the coal passing through the Soo Canal has, as already indicated, increased from 80,815 tons in 1872 to 3,940,887 tons in 1899. The product of the Lake Superior region which is poured through the Soo Canal in increasing quantities every year is, after grain and flour, which have been already mentioned, chiefly iron ore, copper, and lumber. The iron ore shipments through the canal increased from 383,105 tons in 1872 to 15,328,240 tons in 1899; copper, from 14,591 tons in 1872, to 120,000 tons in 1899, and lumber, from 1,742,000 feet in 1872 to 1,038,057,000 feet in 1899. The report from which these figures were obtained indicates that they also include the traffic through the Canadian canal (lying just alongside St. Marys Falls Canal) which was opened to commerce September 9, 1895.

SOME ADDITIONAL AND EQUALLY INTERESTING FACTS

are shown for the period of 1887 to 1898. These relate to the proportion of freight carried by American and Canadian vessels, value of American and Canadian craft, and cost of transportation per mile ton, of freights passing through the canal. It shows that the percentage of freight carried by Canadian vessels which in 1887 was 7 per cent. of the total, was in 1898 only 2.2 per cent. The value of Canadian craft passing this point was in 1887 $2,089,400 and in 1898 $2,491,900; while that of American craft, which in 1887 was $17,684,550, was in 1898, $45,199,800, the value of Canadian craft having increased less than 25 per cent., while that of American craft had nearly trebled and the total registered tonnage, as already indicated, having inincreased from 913,435 tons in 1872 to 21,958,347 tons in 1899. With this increase in tonnage and business comes an equally striking decrease in freight rates, the cost of transportation per ton per mile having fallen from 2.3 mills to .79 of one mill in 1898.

Deep Water Transportation.

A writer in *Ainslie's Magazine* says that the Great Lakes have become the main artery of the richest commercial blood of the United States. He asserts that one-third of the population of the country is dependent on these lakes for its export and import trade. These waterways are in touch with the richest and most prosperous agricultural territory of the Western hemisphere, together with the most productive mines, and it is worthy of note that within a radius of 400 miles from the city of Cleveland one half of the population of the United States is located. It is a fact well established, and necessarily must be so, that deep water transportation is far below the cost of transportation by rail. In fact, it is computed that the cost of water transportation by steam, when the voyage is of any considerable length, is about one-fourth the average cost of transportation by rail, while by sailboat it is only about one-eighth of the latter. In the year 1898 there passed through Sault Ste. Marie Canal not less than 21,234,664 tons of Canadian freight, valued at $200,000,000, while United States vessels moved over 168,000,000 tons through the same waters during the same period. The total traffic through "Soo" Canal for less than eight months is five times as great in the number of vessels and slightly less than twice as much in actual tonnage as passes through the Suez Canal during the entire year.

George W. Church Again in the Field.

George W. Church, at present located at No. 183 Greenwich Street, New York, is soliciting for agencies from manufacturers of tools and supplies, with a view to representing their lines. Mr. Church began business with his uncle, Peter A. Frasse, in 1865, at No. 95 Fulton Street, was the managing partner of the firm of Montgomery & Co., and subsequently of Church & Sleight until 1896, when he continued the latter business in his own name. Owing to answering the President's call for troops, he went out with the First New Jersey Regiment, of which he had been its quartermaster for the past eighteen years. His business deprived of its head, was closed out during his absence, hence his willingness to hear from manufacturers, that he may continue in the line which he has been prominently identified with for the past thirty-five years.

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CURRENT COMMENTS OF OUR CONTEMPORARIES.

The Bicycling World in the following editorial comment, calls attention to a state of affairs usually existing but seldom referred to:

One source of complaint many retailers have against makers arises from the failure of the latter to keep in touch with them during the height of the selling season.

Both before and after this time the retailer is the recipient of an amount of attention that is sometimes even embarrassing. On the one occasion the maker has goods to sell, and on the other he earnestly desires to obtain the money for the goods sold. Hence his solicitude, which, in the opinion of the average dealer, should be spread more evenly over the entire year.

For four or five months preceding the opening of the selling season the maker covers the field thoroughly with his traveling men. No town is too small, no dealer too insignificant, to be visited. The overshadowing importance of obtaining a hearty endorsement of the new goods, and of maintaining unabated the loyalty of the agent, is everywhere recognized.

But when the season is in full swing, when the factories are taxed to supply the demands made upon them for fresh shipments, a speedy right-about face is effected. Why solicit orders when they are coming in as fast as they can be handled, why coddle dealers who are only too anxious to get goods on almost any terms? The ground has been well sowed, and it only remains to reap the harvest.

So the dealer feels that he is left to work out his own salvation. No more visits from travelers, who wax confidential in telling of the interest taken in the dealer's welfare; no more long, frank letters from headquarters explaining future plans and showing how important the dealer's part is in carrying them out. Instead, short, curt letters, frequently delayed and often lacking in definiteness when the subject of shipments is touched upon.

Of course, the factory has its side. There is an infinity of work to be done and scant time in which to do it. Many dealers are trying with their long-winded and rambling letters, frequently demanding impossibilities and asking for definite information when it is out of the question to give it. Everything is being done that is at all possible, so why take valuable time to explain this?

The Wheel, in a recent editorial, taking the interests of the traveling man under its protection, makes the following truthful and earnest reference to the man on the road:

Every manager of traveling salesmen should read that interesting and valuable book, "Put Yourself in His Place." It has been read by many men who would probably have become great without reading it, but who afterward admitted their indebtedness to the book. Our reason for commending it to managers of travelers particularly is that no class of workers is more deserving of, and less the recipient of, correct and sympathetic understanding. We know of many complaints of traveling salesmen against their superiors, in this respect.

There is nothing more trying to the patience of a man than to try to sell something to another man, and to bear in mind while doing so the necessity of seeing certain other men and writing home, and catching a certain train. We know of instances in which travelers are being overworked during the day, in the selling branch of their work alone. After the day's work is done begins the night work of making detailed reports, not only concerning their own agents in a town but concerning all other agents in the town. These men often go to bed tired to the last degree. Their evenings given up to work instead of relaxation, it is wonderful in many instances how they can endure getting up next morning and going through the same harrowing experience, keeping up this strain week after week, without breaking down.

When an earnest worker of this sort knows by the communications he receives from headquarters that his work is appreciated—its hardships as well as its accomplishments—he is a harder and more faithful worker for it. When, on the contrary, he is nagged about details, urged to move faster, and generally made to feel that he is serving a slave-driver, he may be excused if he feels the weight of his grindstone. It is not surprising, indeed, if now and then his caution string breaks and he tells his troubles to a customer, who tells it to the next traveler, who spreads it even though he may have troubles of his own.

Not only have our manufacturing facilities been increased in our usual and regular lines, but we have been augmenting industrial forces in an eminent degree and appealing to other countries beyond the seas for recognition and encouragement. This has made other branches of industrial development blossom with a new life and create conditions of prosperity even in the formerly untrodden paths of manufacture. Upon this feature of general improvement *Iron and Steel* dwells as follows:

One of the most hopeful signs of the times is the continued demand for shop supplies. Iron and steel plants are sharing with other industries the prosperity that is abroad. The impressive fact is that manufactories of almost all kinds are in process of erection. This is evidenced by the current business, which manufacturers of engines, boilers, belting, shafting and other shop supplies are enjoying. It may, in fact, be said that activity along these manufacturers is just now more pronounced than among the crude iron and steel makers.

Much of the demand for plant equipment comes from comparatively new sources. The tinplate industry was an example of what could be effected in a few years along untrodden paths of manufacture. The bicycle industry was another instance. And so to-day in the new work that is progressing there may be noticed elements of demand that are strong enough to show more than the ordinary degree of growth. One instance of this is municipal lighting plants, for which there are aspirations in many Western villages. Mining industries in the West are this Spring most vigorously pushing their conquest. Beet sugar plants are rapid risers in the world's fortunes. Cement works have taken a new lease upon growth, because of the more extensive application of that product, and are springing up in many localities. Chemical factories are spreading the refinements of nature's products with an unstinted lavishness. Paper mills are springing up like creatures of a day and give to power builders many orders. The automobile factory is out on the skirmish line of advancement. These are a few of the branches of industry where rapid growth is noted. Their active demands, directly or indirectly, contribute to the progress of iron and steel.

Power, machinery and tool builders are most directly the beneficiaries of these various activities, and the iron and steel thereby consumed makes a respectable tonnage. With demand for the crude product still crowding production to its utmost there is little opportunity at present for much expansion in the trade of the raw material. But the prospect for rapid growth in production is most promising, as soon as the present pressure is somewhat relieved. The foreign demand is the great enigma, but it has not abated in the least its attractive promises for increased trade. The possible extent of the overshadowing export movement is almost beyond calculation. At home, one of the richest fields for cultivation is steel trackage for wagon roadways. The outlook is no more unpromising than was that for steel cars three years ago. The farmers want better roads, country merchants want them, and the benefits to trade to be thus derived would be tremendous.

One of the iridescent dreams agitating the craniums of the political economist and his disciples in trade, has been the abolition of the middleman or "jobber," in the conditions surrounding the iron and steel production of last year, it was believed the opportunity in that special industry was reached, but now it seems in the opinion of *The Iron Trade Review* that the jobber proved to be a veritable friend in need, owing to the congestion of demands at the mills, thus adding greatly to his importance as a trade factor.

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Much has been written in the past two years, as one line after another in the iron trade came upon conditions that seemed utterly revolutionary, about the passing of the middle man. The big consolidations followed one another so rapidly and promised so completely to change the old order, that jobbers were forced to the conclusion that their good offices would be largely dispensed with. The regulation announcement came with each new addition to the combine list, that large economies would be secured through concentrated management, through the abolition of selling agencies, the reduction of competitive selling forces and the handling of trade direct.

But the unexpected demand in all lines in 1899 made many changes in the program. On top of the difficulties experienced by small consumers in getting prompt attention from the large companies in the weeks that elapsed before order came out of the initial chaos, was the congestion of the mills that wore out the life of the buyer and seller all through the year. Producers simply withdrew their salesmen from the road in many instances and for months much of their correspondence was the stereotyped courtesy of letters regretting that orders could not be filled and that no date could be fixed when conditions were likely to be different. The jobber, with contracts made before the advance, and to a less extent at its various early stages, and with his well organized selling force reaching a great variety of smaller consuming interests, proved in many cases a veritable friend in need to buyers. The latter, paying less attention to the movement in progress, were caught unawares and undertook work for which at length it became practically impossible to obtain material. True, the jobber advanced his prices steadily, but there were cases in plenty in which the getting of the material, to save default on a contract, or to supply the small link needed for the completion of work that otherwise could not be marketed, was worth many times the advance paid This was the jobber's opportunity to demonstrate his value to the trade, and like a wise man he generally made the most of it. There were thus months in which many consumers knew practically no other source of supply than the jobbing houses. And if relations were not established in those months that will last for years, we shall have to admit an entire reversal of the ordinary laws of trade."

Since there are no products in iron and steel in which one concern has a monopoly—though there are two or three cases in which the bulk of production is in the hands of one company—the new importance of the jobber as a trade factor is evident. In addition to the customers of years antedating the consolidations he has established relations with some manufacturing interests whose dealings previous to last year had been almost exclusively with mills, on the materials making up the bulk of their requirements. He is thus able to place lump orders with the mills which the latter have been very willing to book in the quiet period following the height of last year's wonderful movement.

At the convention of the Hardware jobbers at Pittsburgh last year, it was evident from the addresses of the officers of various consolidations who were invited to speak, that the big companies recognize the value of the thousand-handed distributing agencies existing in the jobbing trade. Possibly the disposition of some of the strong jobbing interests to ally themselves with incipient competition in production, has had some effect in cultivating the sentiment. But events have been working in the jobber's interest, and to-day his position is more secure than at any time since the consolidation program was entered upon. What will develop when conditions change and hungry mills go after every order in sight, large and small, is another question.

How Shall We Treat the Erring Brother?

The credit man is often confronted with the question whether or not to extend new credit to a merchant who has failed in business, and has compromised his debts, or relieved himself of them through the operations of the bankruptcy law.

In dealing with this class of applicants for credit several questions present themselves for consideration. If the failure was premeditated or fraudulent, credit should, for all time, be refused, and it is a question whether goods ought to be sold to such a party even for cash, as such commercial pirates must, if possible, be kept out of business. Those who yield to the temptation of cash sales to do business with a dishonest buyer will find that such purchases will be used as an entering wedge to the credit man's confidence, for the ulterior purpose of abusing it again whenever it will pay to do so.

If, however, the failure was what is called an "honest" one (that is to say, if the debtor has made a clean and clear exhibit of his assets at the time of his failure, and has made such a settlement as under all circumstances may be regarded as a fair adjustment of his liabilities), it will then appear necessary to inquire "what were the causes that led to the failure?" One or the other of the following are usually found to have brought about the collapse: Either unfavorable conditions, such as failure of crops, unfair competition, an epidemic, local or national panic, and frequently poor location; or lack of ability and bad management.

Where the unfavorable conditions have superinduced the failure, and the credit man feels satisfied that this cause no longer exists, the extension of new credit may be properly considered in proportion to the margin that remains in the assets after settlement for the purpose of future business operations, and basis of credit, provided that the management has not been seriously at fault; but where the latter has been the *prime* cause of non-success it may be fairly assumed that the new venture will not be productive of better results than the old one, unless the party has profited by his experience, and starting out anew abandons the old rut and adopts better business methods.

The principal questions to consider are, therefore, first, Have the unfavorable conditions changed for the better? Second, Is the management likely to be a better one? Where either or both of these causes of the previous failure continue, it is natural to conclude that a second failure will follow the first, and the credit man will be wise to "stand from under."—Ernest Troy.

India Rubber Nails.

A German novelty that is being successfully introduced are india rubber nails of all shapes and sizes for use in work where ordinary nails are liable to corrosion, or where they may set up galvanic action, or for any one of a large number of purposes where metallic nails are objectionable. These india rubber nails, which are made by the Harburger Gummi-Kamm Co., near Hamburg, come in all shapes and sizes. The common form have either countersunk or cup heads, the stems being square and drawn to a point. In color they are a beautiful golden brown. They are very light, but notwithstanding their extreme brittleness can be driven with a hammer into soft woods in sizes up to one inch long without boring a hole for their reception. For sizes from one to two inches long, it is necessary to bore holes to start them or for the larger sizes, for their entire length.

For withstanding the action of acids and alkalies in commercial chemical processes, as in dye-houses, breweries, bleaching works, etc., they are excellent. Then, too, being non-conductors of electricity their uses for building accumulator cells and other electrical apparatus are many, the nails with perforated heads as shown being designed especially for electric work. It is is also suggested that they would be of particular value in attaching copper sheathing to vessels, owing to their non-galvanic action, the corroding power of which action has heretofore been one of the greatest difficulties in this work. It is asserted that they clinch fairly well. For use about explosives, where a spark from a nail head when struck by a hammer might prove fatal, they are particularly desirable.

"So that's General Fullgore, is it? If I remember rightly everybody used to call him Colonel."

"Yes, but that was before he gave the town a big barbecue at his own expense. He's General Fullgore now—*Ex.*

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Learning to be a Manager.

Among a given lot of men up for examination, there will be found various kinds and degrees of talent. One will be skillful with his hands, as, for example, in mechanical employment or in penmanship; another will be quick at figures; another will be expert as a salesman; still another will succeed in trading. One will have high qualifications as a bookkeeper or accountant, and still others will be faith ful to any trust of a subordinate character reposed in them. The one kind of talent, however, that will be hard to obtain, and for which, accordingly, a high market price will be paid, is that of planning and direction, or what is commonly designated as executive ability. It is safe to say that there will be found one hundred persons able to do things under directions to one who is able to plan what to do and set himself or others at the doing of it.

To be able to wind one's self up and set one's self going is a talent in itself, and in the market conception of the case is worth much more than any other phase of individual talent. To be able not only to keep one's self advantageously employed, but to direct the labor of others, is still more valuable. Who is there among men in general more helpless than the individual out of employment, skillful to a degree in certain lines and yet for the time utterly unable to find anything useful to do? The tendency of the times is in the direction of division of labor and specialization. In offices, as in factories, men are trained to certain duties and are held to those duties, to the exclusion of everything else. When finally one of this class is thrown out of his regular line and is forced to depend upon his own resources, he is in a sense more helpless than a child. What then can be done to overcome this tendency and to render men in general better able to take care of themselves and to become self-reliant and equal to the common emergencies of life?

The fault in many cases is fundamentally that of temperament or habit. The boy looks forward to a certain line of employment as being that which will give him a livelihood, and with the feeling that when he has become skilful in his chosen vocation he will have done all that isa necessary to do. Right here some friend ought to correct his planning. Every employment sooner or later fails those who are dependent upon it. Conditions change, panics occur, the demand varies. A friendly tip to the young man, therefore, would be, "Learn your trade by all means, but remember that you cannot depend upon it under all conditions. While holding yourself to it as the principal object, do not shut your eyes to other things alongside of it; for example, to adaptations and to variations, an acquaintance with which may be of considerable importance to you, first or last."

But the advice should go further: "Do not for a moment suppose that you have done all that is required of you when you have done one thing, however thoroughly. Do not feel that when you have learned one trade that you have earned the right thereafter to shut your eyes to all responsibilities, save only its requirements, and devote your time to frivolities. Instead, keep on learning, keep on trying, and always have an alternative upon which you can depend in emergencies." It is all summed up in the advice, "think and study." While doing one thing learn to do something else by utilizing the time that would otherwise be wasted, for, as a fact, there is more recreation and more real enjoyment in study and in planning how to do than in all the frivolities and so-called pleasures of life.

In thus learning how to do more than one thing, the young man will learn in part how to put himself to work. In thus giving attention to something else besides the routine of his daily labor the young man will learn how to adapt himself to varying conditions, and this is one of the first lessons in management or executive work. With an idea in mind of what he would himself do, facing unusual and unexpected conditions, he is, in part at least, prepared to tell others what to do under like conditions, and so, step by step, he gets to the position of a director of work, instead of a doer of work. We can by no means exhaust the thought that is in mind in the brief space that can be devoted to such a subject. A volume would be necessary to do it full justice. At least one thought that is contained in these remarks, properly understood, will be of advantage to many of the younger readers of this magazine, and that is this: To learn to be a manager, both of self and others, should be the worthy ambition of all.—WALTON DAY *in Accountics.*

Foreign Patents.*

Good foreign patents are extremely valuable property, but it does not follow that all foreign patents are of value. Not one in a hundred of American inventions, even if they are somewhat profitable, are worth the cost and trouble of foreign patents. The cost of foreign patents is heavy, and in most cases the continued validity of the patents is contingent on the payment of taxes and the local working of the invention. If a customer is promptly found under the foreign patent, then its taxes and working offer few difficulties; but if no customer is found within a year it becomes a serious matter to perform the legal working. Little or no confidence should be placed in nominal or paper workings, and even these are expensive. In some countries taxes begin, and the invention must be worked at the end of the first year, and the working must not permanently cease; and in the case of Canada the continued validity of the patent restricts the power to import the invention into Canada. An invention which has made good profit in America and is a matter of foreign requirement, is well worth foreign patents, and the customer may often be found, in view of the American success. But the trouble is that the foreign patenting cannot be delayed until American success determines its expediency. In some foreign countries the patent would be rendered void by prior patenting or disclosure, and in America the patent expires with the term of the first expiring previously granted foreign patent. Hence, to avoid any antedating, all the patents should bear about even date. Date can be made for foreign patents by merely filing the applications, while in America the date of patent is the date of grant, and may be months, or even years, after the date of application. Hence the proper course is to take no steps regarding foreign patents till the United States application is allowed. Then select the proper future issue day for the United States patent, and cause all the foreign applications to be filed on that day. An exception is to be made in case the invention goes into public use before the issue of the United States patent. In such case the shortening of the life of the United States patent must be submitted to, and the foreign patents should be taken out before public disclosures would render them void.

In most foreign countries patents are granted as a matter of course, without examination into novelty, and the grant of the patent is no evidence whatever that the patent is good for anything. In Germany applications are examined, and generally rejected. The merit which will insure the grant of a German patent is not at all to be measured by American standards.

Briefly, then, waste no money on foreign patents unless prompt results are in sight, or unless the invention is of importance enough to justify the expense and trouble due to recurring taxes and legal local working of the invention; foreign patents should antedate invalidating disclosures of the invention; it is desirable that all patents on the same invention bear even date. This latter can be secured by filing the foreign patents in the interval between allowance and grant of the United States patent.

*From an address by James W. Lee, before the American Society of Mechanical Engineers.

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HISTORY OF BELLS.

Bells are of peculiar interest to almost every one. Their voices to some tell only of daily duty, of trains to catch, of the return of hours of toil, of the ceaseless flight of time; and to others they speak of devotion, and to others still bells are instruments of heart stirring music. Recent years have seen the publication of not a few books upon the subject; the last newcomer is entitled "A Book About Bells," and is written by the Rev. George S. Tyack, and published in London by William Andrews & Co., from which we glean the following information regarding the history of bells:

There can be little question that the earliest musical instruments were those of percussion. There are frequent mention of bells in the Old Testament, and among Oriental nations bells, or at least tuned pieces of metal, occupy a large part of attention among native musicians, not only in the past, but even in the present time. This primitive and well-spread discovery of tones producible by blows on resonant substances being thus granted, it may readily be seen that something more or less resembling the modern bell in shape would almost certainly be a very early invention. The Book of Exodus gave probably the earliest mention of bells in its allusion to six golden ones which tinkled around the vestments of the Levitical High Priest. There is another reason for them in the words of the prophet Zachariah, who speaks of the harness of horses being adorned with them. Turning from sacred to profane literature, we find small bells spoken of by Euripides and by Aristophanes. Plutarch refers to them in his Life of Brutus and Virgil in his Georgics.

The researches of antiquarians have brought to light facts which indisputably prove the early use of bells. Bronze and iron bells were found by Layard in his excavations of Nimroud, and very ancient examples have been met with in various places in the far East; while turning to the far West we have instances of copper bells found in ancient Peruvian tombs. Curiously enough there appears to be no proof that bells were used at all in Egypt. There is no trustworthy evidence of the use of really large bells before the dawn of Christianity, and they owe their existence to Christian influences. The credit of the invention has been given to Paulinus, Bishop of Nola in Campania. Paulinus lived about 400 A. D., but it is claimed the distinction is doubtful, and a better title for it is made up for Pope Sabianus, who succeeded St. Gregory in the papal chair 604. In any case, from about that date notices of the use of bells, which must have been more or less of the kind and size now seen in turrets, become frequent. By the year 750 in England the church bell became sufficiently common for orders to be issued to have the priests to toll them at an appointed hour. Literature, and especially poetry, illustrate in a striking way the place which bells have for ages filled in the lives of men.

The earliest bells were probably not cast, but were made of metal plates riveted together. One set, which belonged to St. Gall, A. D. 650, is still preserved at St. Gall, Switzerland, and another one, traditionally associated with St. Patrick, is shown at Belfast. These are made of iron, and are only about six inches high.

Other early examples may also be cited. Bells of this kind are not round, but wedge-shaped, being broad and square at the mouth and rising to a ridge at the top. The names of no very early bell founders have come down to us, and probably the bell founder's art, like others which were exercised chiefly for the furnishing and adornment of the church, was originally practiced almost exclusively by the ecclesiastics themselves. As churches and monastic houses increased in number, naturally the art of bell-founding drifted into the hands of a professional class and scattered records of some of its members have come down to our time. The chief centers of the art in England were at York, Gloucester, London and Nottingham. It is probable that many of the early bell founders had no fixed place for working, but traveled through the country, rearing temporary foundries at various convenient places, and casting there such bells as might be wanted throughout the neighboring districts. In many cases it is certain that the bell founder did not devote himself exclusively to that work, but combined with it some other more or less analogous trade. Often the itinerant bell founders cast their bells directly at or in the churches, for doubtless the conditions of the country in early times made the transport of heavy masses of metal a matter of no little difficulty, so that the founders were glad to work as near as possible to the towers to which the bells were to be raised. In 1483 the importation of foreign bells into England was made illegal, a fact which would imply that the bells at that time were brought into the country in sufficient numbers to affect the home industry. On the continent Louvain was the seat of a famous bell foundry. Deventer, Holland, was another center of the industry. The French bells were made of iron, while brass was commonly employed in Italy and England, and a foundry in Bohemia has recently turned out bells of steel, but the experiment can only be called fairly satisfactory at best. A church in Scotland has a bell of this metal cast in 1895 by the Vickers, of Sheffield, who have also cast steel bells for a church in Hastings and other places. Glass has been employed for bells of fair size, but the tones of such bells are sweet but not far-reaching. Even wood has been used as a material in bell manufacturing, but the wooden bells which have been found may possibly have only served as patterns for the maker of the bell frame or for some such purpose.

Bell metal consists of a compound of copper and tin, usually three parts of copper to one of tin in small bells, and four parts of copper to one of tin in large bells. If the amount of tin be increased the bell becomes more brittle, but if the copper be in excess the brilliancy of its tone is damaged. Sometimes small quantities of zinc and iron are added. It is a popular superstition that a bell of specially sweet tone owes its excellence to the presence of a quantity of silver in its composition, but it is asserted by experts that the employment of silver would have precisely the contrary effect on the tone of the bell to that which tradition assigns to it, silver being in its nature too closely allied to lead to permit of use in this case. No less important to the voice of a bell and its material is its shape. Mediaeval bells were for the most part longer and narrower than those of more modern make. In practice it is found if the bell be too flat the vibrations expel the air from within with an almost explosive force and the sound is loud and harsh. If, however, the opposite error be committed and the height be too great in proportion to the diameter, the air reverberates too much within the bell itself and the sound does not travel satisfactorily.

In casting a church bell the first important work is the construction of the core, which usually consists of a hollow cone of brick erected on a cast iron plate as a foundation, and in diameter somewhat smaller than the interior of the

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bell. Over this is plastered a specially prepared mixture of clay, intended to bring up the core to the exact size and shape of this interior. The core is baked dry and hard by means of a fire within it. Over this is built up what is called a "thickness," by which name founders call a second layer of clay of exactly the thickness, shape, and size of the proposed bell. This gives the correct figure of the outside of the bell. This is then dusted over with dry tan, and upon this is constructed the "cope," or outer casing of clay several inches thick. After the cope has become thoroughly dry by means of fire, it is raised with the help of a crane, and the clay which formed the "thickness" is destroyed. The cope is then lowered into its former position, care being taken to make it concentric with the core, then the mold is ready to cast. Where quantities of bells are produced the "thickness" is done away with and a cast iron cope case is substituted. Every part of the bell has a technical name. The hooks for fastening the bell to the wooden stock, which forms the axle on which it revolves in the belfry, are called the "cannons."

The loop from which to suspend the clapper has also to be cast. In many modern bells the cannons are dispensed with and the bell is bolted directly on to its stock. This has the advantage of enabling the bell to be turned. The clapper is technically divided into ball or hammer, and the flight or shaft, which is fastened directly into the crown of the bell by an iron staple.

Most ancient and many modern bells bear some motto or device, to which the modern makers add the date and the name of the firm. These, of course must be impressed in the cope before casting.

In ancient days when the art of bell casting was still retained in the hands of the ecclesiastics, the furnace and the castings were blessed, which must have been a picturesque scene. It usually takes seven or eight hours to heat the metal, and it does not take as many minutes to run it into the cope, even where the bell is a large one. Then follows a time of keen anxiety in the foundry, especially if the work be one of unusual size and importance. Six days are usually allowed to elapse before the metal is touched. The bell is then put in a temporary frame to undergo the ordeal of testing the tone. It is then carefully finished and tuned. If the notes struck out be too flat a portion of the edge of the bell is cut away, thus reducing the diameter. If it be too sharp, the thickness of the sound-bow is reduced. Nowadays the bell is turned in a specially designed lathe, the bell being secured to the face plate, and the requisite amount of metal can be cut away with the greatest accuracy. Where the bell is to form a part of a chime, it must be tuned so as to accord with the others. The reception and erection of a large bell is frequently the cause of great ceremonies and rejoicing, especially where the bell is for a church.

Many of the bells have decorations and inscriptions on them which are very curious. Of this kind was the legend of "Mighty Tom," of Oxford, before its recasting in 1612. The translation of the Latin inscription would be:

"For Thomas' sake
I cry Bim Bom, and no mistake."

Sometimes where there was a chime each bell had a separate legend. A good deal of the poetry is really doggerel, as:

"On Sabbath all
To church I call."

Another one:

"The sleepy head I raise from bed."

Inscriptions were found on some of the seventeenth century bells. Among them one in Addington, 1658:

"When you hear this mournful sound
Prepare yourself for underground."

The following lines are met with in a great many places in the different countries:

"I to the church the living call
And to the grave do summon all."

All the bells do not have such lugubrious inscriptions. Sometimes the inscriptions refer to a wedding.

"When men in Hymen's bond unite
Our merry peals produce delight."

At times it is used for secular purposes, resulting in the appropriate inscriptions, as:

"Lord quench this furious flame,
Arise, run, help put out the same."

The church of St. Ives has a bell which has the following terse inscription:

"Arise and go about your business."

In addition to the various mottoes, etc., to which we have referred, in many cases we find on the bells the record of ecclesiastical rulers of the parish at the time of their casting which have been of great value to the historian. At Clapham, Bedfordshire, there is a bell in which one word of the inscription is upside down. It reads "God Save the Church," and the word "church" is upside down.

Types and Printing.

The first American power press was invented in 1822 by Treadwell. Printing in raised characters for the blind was invented in 1827. The London Booksellers' Association, a monopoly, was formed 1829. The Washington press was invented in 1829 by Samuel Rust. In 1830, 852 papers, 50 daily, were published in this country. In 1830 a sheet 13,800 feet long, 4 feet wide, was made in England. The Adams press was invented by Samuel Adams, Boston, 1830. Cloth bindings superseded boards and vellum about 1831. In 1836 Baxter patented a process of picture printing by different blocks. In 1839, 2,032 volumes of new books were printed in London. Rubber backs to very heavy volumes were introduced in 1841. Anastatic printing, transference to zinc plates, was invented by Baldermus, 1841. The first illustrated paper was the London *Illustrated News*, 1842. A type-setting machine was invented by James Young in 1842. The rotary press was invented by Hoe, of New York, in 1847. In 1848, during the French Revolution, 400 new papers sprung into existence in Paris. In 1843, 1,631 journals were published in the United States. The papier mache process was first used in France, 1848, for books. In 1850, 2,526 papers were published in the United States. Printing types were first electrofaced with copper about 1850. Color printing by machinery was first done by Leighton in 1851. Stereotyping was used for printing the London *Times* in 1856 Engraved copper plates were first electrofaced with iron about 1855. Hoe's American press was introduced into London in 1858, 25,000 an hour. In 1860, 4,051 journals were published in the United States. In 1860 the American papers printed 928,000,000 copies. In 1861 the papier-mache process was used in New York for dailies. In 1862 vulcanized rubber was employed for printing by John Leighton. The Walter press was invented for the London *Times* in 1862—17,000 an hour. In 1868 Marinoni's press at Paris printed 36,000 an hour. In 1870 there were 669 paper factories in the United States. In 1876 Meyerstein patented a process of printing many colors at one impression. The Ingram web-rotary press, for illustrated papers, was put in use in 1877. The Clowes type-setting machine, electric, was exhibited in London in 1877. In 1880, 4,393 new works and 1,475 reprints were issued in England. In 1880 there were 980 daily, 8,718 weekly and 1,075 other papers in this country. The aggregate copies of American papers issued in 1880 were 2,077,659,675. The daily newspapers began the use of illustrations about 1884.—*The Country Editor.*

She—Why don't you do something to win wealth and glory?

He—I would, but I'm afraid if I go to Cape Nome I'll freeze to death, and if I go to the Philippines I'll get shot.—*Ex.*

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THE PAN AMERICAN EXPOSITION, 1901.

THE GOVERNMENT BUILDING.

FEDERAL OFFICIALS MAKING EXTENSIVE PLANS FOR THE PAN-AMERICAN EXPOSITION.

So vast is the number of valuable and interesting objects for exhibition in the possession of the United States Government that none but a building of great proportions could possibly contain them. Instead of one building, however, at the Pan-American Exposition in Buffalo, N.Y., in 1901, the Federal group will consist of three massive structures connected by colonnades. The main building of this splendid architectural trinity will be 130 feet wide and 600 feet long. The others will each be 150 feet square.

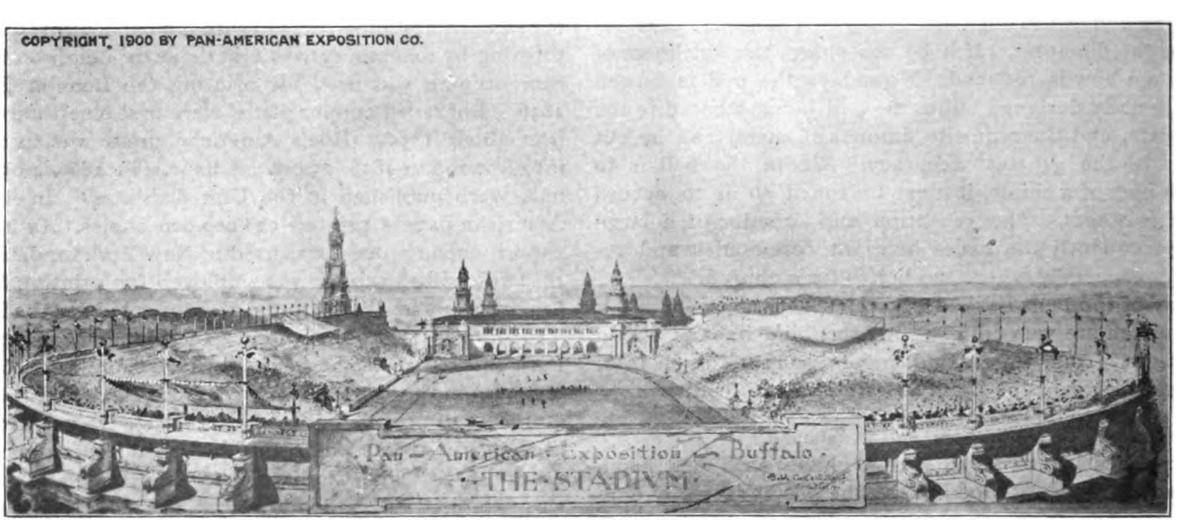
The government work is under the direction of James Knox Taylor, Supervising Architect of the Treasury Department. The group will be treated architecturally in a modified Spanish Renaissance, the details suggesting a Mexican rather than a strictly Spanish origin. Like the others, these buildings will be constructed of staff, already made familiar to the public by its use at the Chicago and more recent Omaha Exposition. The color scheme, in marked contrast to that used at Chicago, will be rich and brilliant, the lavish use of color and gilding giving, with the intricate plastic decorations and sculpture groups, an ensemble both striking and interesting. Portions of the roofs, covered with red Spanish tiles, will add much to the character of the buildings as a whole.

In plan the buildings are shaped like a letter U, the opening being toward the west. The main building corresponds to the bottom of the U, which will accommodate the greater portion of the Government exhibits, the administrative offices, guard room, etc. Its center will be surmounted by a dome, the apex of which, 250 feet above the main floor level and crowned with a figure of Victory 20 feet in height, will form one of the most conspicuous features of the Exposition grounds. Connected by colonnades to the main building are the two lesser buildings or pavilions, one of which is intended to hold an exhibition typical of life and labor in the Government's new possessions; while the other will contain a branch station of the United States Weather Bureau, and the exhibit, aquariums, etc., of the United States Fish Commission.

Inlets from the lagoon fill the spaces within the colonnades connecting the pavilions with the main building. The central plaza, the space enclosed by the arms of the



UNITED STATES GOVERNMENT BUILDING PAN-AMERICAN EXPOSITION.



THE STADIUM PAN-AMERICAN EXPOSITION.

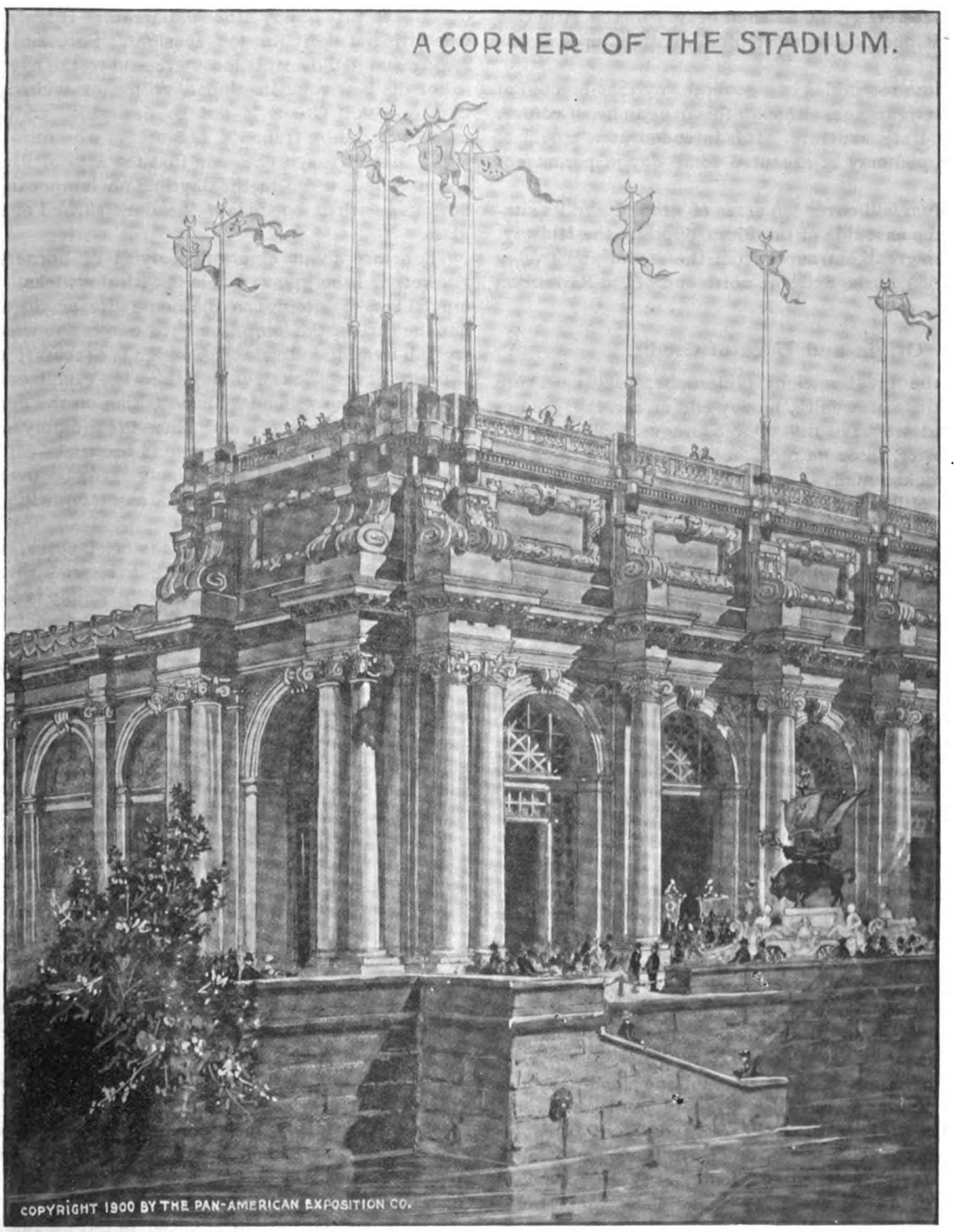
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U, is decorated by steps, terraces and formal flower beds, making an easy and beautiful approach to the main entrance under the dome.

THE STADIUM.

The completed Stadium for the Pan-American Exposition at Buffalo next year will offer to the lovers of sports the most spacious and splendid arena ever erected in America. The Athletic Carnival to be held during the great Exposition will be the most notable in the history of American sport. The co-operation of many of the best promoters of athletic games and contests has been secured. Visitors to the Pan-American Exposition may therefore expect to witness the meeting of the most famous athletes of the world, in competition for prizes worthy of their best feats of endurance, strength and skill.

It is said that the great Colosseum at Rome, built in the first century of the Christian Era, could accommodate 87,000 spectators. The Pan-American Stadium will be 129 feet longer and but ten feet narrower than the historic amphitheatre of Rome. The Stadium, however, will have a larger arena, and the seating capacity is estimated for 25,000 people. The top row of seats will be sixty feet above the ground, and every seat will command a perfect view of the vast interior. Standards are to be placed at various points for the support of awnings in such a way that they will not obstruct the view from the other seats.



A CORNER OF THE STADIUM PAN-AMERICAN EXPOSITION.

The Stadium will have a quarter-mile track and a sufficiently large space inside of this for any of the athletic games. Great attention has been paid to having a large number of aisles to reach the seats, and, in addition to the principal entrance on the west, there are provided seven large exits. These exits are made of sufficient breadth and height to admit, in case of need, the largest vehicles or floats, as it is proposed to use the Stadium for certain pageants, exhibits of automobiles in operation, judging of live stock, horses, agricultural machinery, road machinery,

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etc. No exhibitor has ever had such a splendid arena in which such exhibits could be displayed. The space under the seats is to be used for exhibition purposes, and is in itself the equivalent of a very large building.

A large and picturesque building forms the main entrance to the Stadium. This is 241 feet long by 52 feet wide, with towers 164 feet high. The style is in conformity with that of the other buildings, with an arcaded effect in the lower story, red tiled roof, broad eaves and bright colors. The old Spanish towers give a finished beauty to the structure and make it one of the most prominent features of the Exposition.

The Stadium resembles in a general way that erected at Athens a few years ago, although this one can be, of course, only a temporary structure. It is intended as a model of what it is hoped may be executed some day in permanent form.

The Stadium will cover ten acres of ground and its situation is on the east side of the Plaza, opposite the Midway. It is near the great entrances from the steam and trolley railway station, at the extreme north end of the Exposition grounds.

Origin and Uses of Credit.

One of the great ancient philosophers said: "There being two kinds of wealth, money and credit, the greater is credit, and we have it." Our own great philosopher, Daniel Webster, said: "Credit has done more a thousand times to enrich nations than all the mines of the world." John Stuart Mill said: "Everything is wealth which has purchasing power—labor and credit are wealth. Credit is the greatest wealth to everyone who carries on commerce, for credit, though it is not productive power, is purchasing power." Benjamin Franklin said: "Credit is money." Withal credit merely transfers to the debtor the property of the creditor, and one is plus in business as much as the other is minus. Without credit the business of the world would come to a standstill. The Government becomes involved in war, or undertakes some great public work, such as making waterways, constructing breakwaters or lighthouses. It must use its credit and borrow the money from those who have it to lend. By credit we buy railways and canals. We open mines, and organize banks and trust companies by selling shares, etc. It is said that the Romans were the creators of the credit system in all its branches. When the practice of writing became general at Rome, a very strict custom of law grew up. It was decreed that the head of every household should keep a great family ledger, as strict and exact as that of a great modern banking house. In this every incident of his life was recorded; in this he was obliged to enter all sums of money borrowed and lent; all trade profits and losses; all his revenues, his taxes and expenses of every description. It was from these family ledgers that the whole of the modern system of bookkeeping and credit has been adopted. They also organized the banking system, checks and bills of exchange. MacLeod says: "The theory of credit is now absolutely complete. It has required a period of 2238 years, from the year 350 B C. to 1888 A. D. to bring the theory of credit to absolute perfection."—John Field.

About Lamps.

That lamps have of late steadily grown in popularity, says *Harper's Bazar*, is a sign of our growing national instinct for beauty. The flicker of gas and the hard, uncompromising glare of the electric light have alike proved trying to many whose sense of tone values in light is too fine to be satisfied with crudities. The warm, subdued tone of the shaded lamp easily places it in advance of all rivals, while even in daytime a handsome lamp is as distinctly an ornament to a room as any article of bric-a-brac.

The great bugbears about lamps are the chimneys and the wicks; on these and on the kerosene odor depend the objections. All of these may be readily overcome. A perfect chimney for any lamp should be as large in diameter as the brackets of the burner will permit; it should be as high as convenient, and not too narrow toward the top. Lamps are by no means an expensive luxury, unless one has a very costly or antique relic to begin with; but the cost of maintaining a lamp in daily use is not more than one-eighth that of any other illuminant. It is also the only true artificial light for the eyesight. Soft and untiring, steady and mellow, it is most grateful to the eyes.

For the best color in globes, yellow or white gives the best results. Green is not so desirable, and although much affected by students and others who burn the midnight oil, it is easy to be seen that the area of illumination is contracted, while in the daytime no lamp can show to advantage when hooded in the dark shroud of the green glass.

There are about eighty-five styles of burners on the market, and the great trouble is with the wicks. This is a crucial test of patience to the housewife or the maid who has the care of the lamps, and truly it is one which would try Job himself. Rewicking, which is necessary so often; the care of the wicks, rubbing the wick each morning; the charred portion which insists on falling on the burner with the intelligence of original sin; the gummy substance which forms on the tubing around the wick—all these are exasperating trials. All these may easily be overcome by a few simple rules, so that almost any lamp will give satisfaction.

First, be careful to see that the wick-space, or tube, is perfectly straight and even, so that the wick will not bind anywhere. Next see that the draught supply is perfect and adequate to support a large flame. Also, do not neglect to have the reservoir at least two-thirds full of oil. Lamps are many times blamed for giving a poor light when the whole fault lies with the maid, who did not feed the lamp enough food to support its life. Last and well nigh most important of all, see that you have the proper wick. It should not fit the space too tightly, should not be woven too compactly, and should be made of a material as nearly non-combustible as is practical.

Lamps, from a sanitary viewpoint, are not nearly so objectionable as is supposed, and are, as a matter of fact, not so injurious as gas. The latter is detrimental to plant life, whereas lamps are not. Florists know this well, and gas is not found in the hothouses and greenhouses whence come the floral beauties of New York's market; they use kerosene lamps altogether.

Lastly, the housewife who really understands the care of her lamps will give the reservoir a thorough cleaning once a month, and if the wick has become clogged with the waste matter it has drawn up she will replace it with a new one.

Properly handled, nothing will give so much real pleasure and such a sense of harmony as the lamp, while for decorative purposes nothing can compare with it.

Money never should be inclosed in letters for transmission through the mails. Money orders are cheap, and money in a letter offers a constant temptation to those who handle mail. It is practically impossible to place money in a letter so that the postal clerk into whose hands the letter falls will not instantly detect it. Paper money has a peculiar odor unlike anything else on earth, and the clerk who is dishonest uses his sense of smell in spotting valuable letters rather than the sense of touch.—*San Francisco Argonaut.*

The robin's Spring gladness, I take it, is that
He escaped being stuffed for some last Winter's hat.

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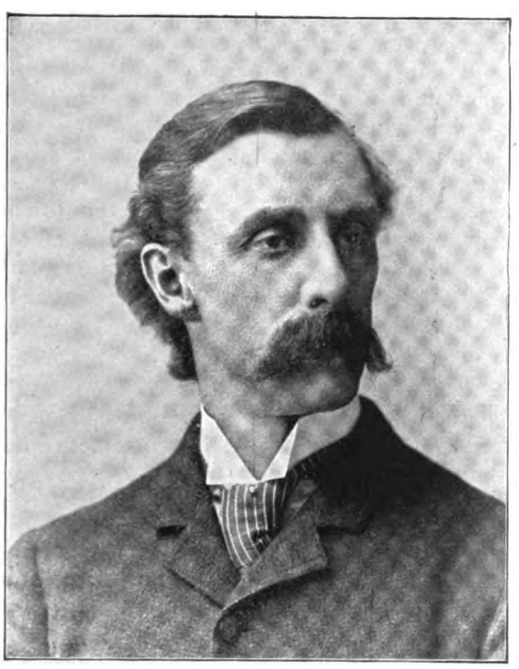
THE PARIS EXPOSITION.

BITS OF INFORMATION CONCERNING THE GREAT SHOW AT PARIS.

April 15, 1900, is the date of the opening of the Paris Exposition. The doors close November 5, 1900.

The Exposition covers virtually the same space as did the one of 1889, though there are 270 instead of 240 acres.

The funds for expenses are derived from five sources. The Government appropriates $4,000,000, the city of Paris $4,000,000, the Bank of France $6,000,000, the sale of bonds by popular subscription $13,000,000, sale of concessions and privileges and of building and other material, after the exposition is over, $1,000,000—in all a total of $28,000,000.



CHARLES RICHARDS DODGE, DIRECTOR OF AGRICULTURE.



ROBERT J. THOMPSON, SEC. LAFAYETTE MEMORIAL COMMISS'N.

Holders of bonds have the privilege of participating in twenty-nine lottery drawings for 4313 prizes, aggregating $1,200,000.

Three of the structures will be permanent—two palaces of art and the great bridge of Alexander III.

The admission will be two francs before 10 A. M., one franc between 10 A. M. and 6 P. M., and two francs after 6 P. M.

It is estimated that 40,000,000 visitors will go to Paris. Over 32,000,000 visitors were at the last exposition. By a most ingenious contrivance, in the utilization of space, 58 turnstile entrances have been provided, each officered by ticket-takers, and aggregating a capacity of 60,000 admissions in an hour.

There are imposing entrances to the Exposition grounds, which are replicas of the most famous gateways of the world. The Holy gate of the Kremlin, the Sun gate of Toledo, the Victory gate of Cairo, the Roman gate of Treves, the gate of Delhi, the historic tower of Nesle, the gate of St. Paul of Basle, and the St. James's gate of London.

The catalogue of the exhibition will cost $90,000 to print. It contains historical records of all arts, crafts and industries.

Fifty-five nations have been asked to take part in the Exposition. It is one of the rules of the exposition that no country can have a separate building unless the executive or ruler of that country announces his intention of visiting the Exposition.

Cameras may be taken into the grounds at a cost of ten cents each. If, however, anyone wishes to photograph works of art a special permit will be necessary.

One of the most beautiful features of the water palace, which has a frontage of 200 feet and more, will have in the centre a vast number of cascades and waterfalls, fed by over 500,000 gallons of water every hour. The principal waterfall will be thirty feet wide and over one hundred feet high, and from the midst of it will rise a colossal sculptured allegorical group representing "Humanity Guided by Progress, Advancing Toward the Future."

Electrical science will have for its use the largest of the special palaces; this building is 1275 feet long and 250 wide and will be the source of all the vast electric energy used upon the grounds. It is made of glass, and at night will look like a gigantic beacon of light.

The summit of the Eiffel tower—one of the reminders of the last exposition—has been linked with the distant tower of the Trocadero by means of an endless cable bridge. One can journey by means of a sedan chair from one end of the grounds to the other, and thus have a superb bird's eye view of the grounds. The Eiffel tower is being painted yellow; at the bottom deep orange, and gold at top; 8000 electric lights will bring out a striking effect at night.

Another enterprise is a gigantic pivoted tower. In telescope fashion it comes to the ground to receive passengers, then gradually extends itself to its full height, and after remaining stationary for a few minutes, swings around like a huge crane, and collapsing again, deposits its human load on the opposite side of the grounds.

There will be a topsy-turvy hotel in which everything will be upside down, and the visitor will wonder if the law of gravitation has been repealed. One will be firmly persuaded that he himself is walking, hanging head downward from the ceiling. All the rooms, from the roof gar-

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den at the entrance to kitchen at the top, will be sumptuously furnished. In the drawing room the chandelier rises from the floor, in the bedrooms the real ceiling is carpeted and the bed appears pendant from the ceiling; the bathtubs have water spouting upward. On looking through the windows out upon the grounds they, too, appear reversed. Springs, wires and mirrors are the secrets of all this wonderful illusion.

The world's largest music-box, made by an Italian who has spent fifteen years in its construction, will be given space. Its proper name is an autoelectropolyphone. This monster music-box plays every kind of concert music in the most finished manner. In it are concealed 80,000 pieces of musical apparatus, which alone required an outlay of $12,000.

The biggest wine tun in the world has been built for the show; it holds 88,000 gallons, or more than twice as much as the famous Heidelberg tun. It is 14 metres high, and its cost is $30,000 One hundred persons have been entertained at dinner in it. The tun was divided into two floors; the upper one, reached by a flight of twenty steps, was used for the banquet hall, and was gaily decorated. It was like the banquet hall of an old castle. The tun was made in Nancy.

The biggest room in the world will be a feature of the show—or one having the greatest single floor space—12,544 metres. In this amphitheatre 15,000 spectators can be seated.

A mammoth telescope, which has been made at a cost of $300,000, will bring the moon within a mile of the earth. It magnifies 10,000 times. The highest power now known is 4,000 times. Nearby will be a clock weighing 200 tons.

A mock volcano, or miniature Vesuvius, with real flames and real lava, will have restaurants, cafes, railways, shrubs and rocks on the outside, and within living pictures of scenes from Dante's purgatory and paradise.

The Emperor William sends the Frederick the Great collection of curios, literary treasures and French paintings.

The Prince of Wales is the commissioner-general for England and her colonies He is the only foreign royal personage who has identified himself personally with the Exposition. He has visited Paris several times for the purpose of viewing the erection of Great Britain's buildings, for which $500,000 is appropriated.

Brazil sends a collection of 500 serpents.

With one exception the United States has the largest amount of space—about 300,000 square feet—partly in the heart of the Exposition grounds and partly in the annex in the Bois de Vincennes. There will be five buildings in the main grounds and two at Vincennes. One national pavilion will be the only expensive building we will construct. This will be on the bank of the Seine, alongside the structures of about thirty other nations, with Austria on one side and Turkey on the other. In general this building bears a remote resemblance to Grant's tomb. In the porch, which opens on the Seine, there will be an equestrian statue of Washington, surrounded by a quadriga, representiag the Goddess of Liberty in the car of Progress. The main hall of the building will contain reception rooms for the different States.

At the Paris Exposition of 1878 the United States was represented by 1,125 exhibitors; in 1889 by 2,000; in 1900 probably from 3,000 to 5,000 will exhibit their products. The largest amount of money appropriated by any State is $130,000 by California. American money will back most of the mechanical devices. The revolving tower, which gives a view of the country for miles around and which takes an hour to revolve, is being built by Americans. The real coal mine is an American enterprise. This will be underground and show the workings in realistic fashion. A great machine for making clouds of all varieties will be another Yankee invention.

A line of steamers carrying the American flag will run from the landing place on the Seine, near the American buildings, to Charenton, a distance of seven miles, and a model American street railway will run from Charenton to Brussels, in order that passengers may travel by either water or rail on American lines.

Citizens of Philadelphia will present to the city of Paris a statue of Benjamin Franklin during exhibition year, in return for Bartholdi's Statue of Liberty. It is intended to place the statue at Passy, where Franklin resided when Minister of France. The statue will be a replica of the one in Philadelphia.

Sousa's band has been appointed as the official American band to play at the exposition.

A woman's commission has been appointed to take charge of the exhibits forwarded by women of this country. There is no woman's building, but exhibits will be placed where they properly belong and judged wholly on their merits. This is supposed to be a delicate compliment to women to place their work on an equality with men's.

The president of the women's commission is Mrs. Ledyard Stevens. Mrs. Clarence Burns is a commissioner from New York. Mrs. Potter Palmer is one of the representatives from Illinois. Pennsylvania has appointed nine women commissioners. Miss Tarquina L. Voss, cousin of General Gowdy, consul-general to France, is an Indiana representative. Her apartment in Paris will be the headquarters for the visiting Daughters of the Revolution. American club women intend to hold a national congress in June. Miss Cecilia Beaux is the only woman artist on the jury of painters for the selection of paintings to be sent to Paris.—*New York Evening Sun.*

Modern Monopoly.

The characteristic fact of the modern trust is monopoly, says *Harper's Weekly*, but no trust has a complete monopoly. The common man speaks of "trusts," or "monopolies" as if they were synonymous terms; every trust manager with equal sincerity speaks of his competitors, and denies that he has any monopoly. What is the truth? A government monopoly like the post office, or telegraph and telephone services in many European countries, or like the salt or tobacco monopolies of the governments that control those articles for revenue purposes, is not considered a trust in the modern meaning of the word. Likewise the legal monopolies of copyright and patents are usually not regarded with disfavor, nor called trusts, unless, as in the case of some great public convenience like the telephone, it is believed that enormous profits are used to secure legislation contrary to the public weal. But in all these cases there is no dispute regarding the fact or the nature of the monopoly. The modern trust is not a monopoly in the sense that it controls the market completely, as can the holder of a patent; but, on the other hand, all modern trusts are organized for the sake of securing a monopolistic advantage. To say that they are not monopolies because anyone is free to enter the business is to limit the discussion to legal monopoly. So long as no rival dare enter the field in an effective way, and so long as the trust, in fact, does regulate production and competition, and does fix prices with little reference to acts of existing competitors, even though it be restrained somewhat by potential competition, monopoly exists, though it may be only partial. It is to secure this monopolistic advantage that trusts are formed.

The largest library in the world is that of Paris. It contains upward of 2,000,000 printed books and 160,000 manuscripts The British Museum contains about 1,500,000 volumes, and the Imperial Library at St. Petersburg about the same number. These are the largest libraries in the world.—*Exchange.*

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RECENT TRADE PUBLICATIONS.

The Cary Mfg. Co., Nos. 19 21 Roosevelt street, New York. 1900 catalogue of box straps, fasteners, clasps, etc., forming the important specialties manufactured by this company. Included in its contents are full descriptions of Cary's patent Universal strap, galvanized strap, flat wire box strap, braided wire and split wire box straps, straight and twisted prong box fasteners, wire prong box fasteners, etc. Included in the assortment are such similar goods as Cary's bung fastener, pipe fastener, skeleton clasp, split wire clasp, protective seal and package protector, fruit crate and packing box corner, together with Cary's patent hinge and hasp for fruit crates, boxes, etc., that are now advertised in our columns. These goods are becoming more and more widely known with every season, and the company occupying a new seven-story building, with floor space of 35,000 square feet, equipped with a most modern steam plant, Otis elevator and special machinery, have every facility and requisite for the economical manufacture of these lines of goods, very little advance in the prices of which have taken place since January 1, 1899, notwithstanding there has been an advance of over 100 per cent. in the price of band iron. The catalogue is a very complete one in every respect, covering this line of goods, handsomely gotten up, and deserves consideration by all dealers in Hardware.

Berger Bros. Co., Nos. 231–237 Arch Street, Philadelphia, Pa. Pamphlet catalogue of 116 pages, covering the extensive line of specialties manufactured by this well-known house, covering articles under the head of tinners' and roofers' supplies, eave gutter and pipe, gutter and pipe hangers, pipe hooks and fasteners, steel roofing and siding, etc. They are large manufacturers of galvanized and copper cornice work, malleable and gray iron castings, and all of the goods above mentioned are fully described and illustrated in the catalogue before us. It shows in all the details the different specialties and their peculiar qualifications, making it a very valuable addition to the Hardwareman's library. In connection with this, they furnish the trade with a smaller pocket catalogue of an equal number of pages, which has been reduced by photo-engraving to less than half the size of the larger one, at the same time covering in all its details the contents of the larger catalogue, which is evidently distributed to the wholesale trade and other large buyers.

A. V. Taylor & Co., manufacturing enamelers, No. 1062 Central Avenue, Cincinnati, Ohio. Catalogue just issued by them, covering their line of enameled white letters for window signs as well as the enameled iron signs of various descriptions that are now being used for a number of purposes. They are large manufacturers of these goods, and, judging from the contents of their catalogue, they show a vast variety of styles sufficient to encourage the Hardware trade to add this salable line of goods to their other departments, especially in the way of house numbers, which can be handled economically and without an unnecessarily large stock.

The Boston Belting Co., No. 256 Devonshire street, Boston, Mass. A very handsome and attractive booklet of 16 pages, envelope size, with a sensational cover headed "Do You Know" with a large interrogation mark beneath. The contents have reference to the products of this old and esteemed company, the business of which has been established since 1828. The factories are recognized as being the largest and best equipped in the world, devoted exclusively to the manufacture of mechanical rubber goods. The contents of the catalogue give in detail all the goods that form the unusually large product of these works. It is not their general catalogue, but is intended only as a reminder of the fact that all these improved goods are manufactured by them, coupled with the sentence at the bottom of every page: "When It's Anything About Rubber—Ask Us."

The Iowa Farming Tool Co., Fort Madison, Iowa, have recently distributed throughout the trade several extremely handsome leaflets of four and six pages each, calling attention to special lines of tools. Those before us exploit the merits of "Sugar beet tools," "Mortar and street-cleaning hoes," "Profitable specialties, hoes," and "Fine stable goods for fine horses," calling special attention to their improved tools under the above heads. These leaflets are printed in extremely attractive style, always in two colors, illustrated from fine half tones, and the care taken in their preparation would necessarily impress the receiver with the desirability of reading what is placed before them in this attractive style. To this extent they are undoubtedly good advertising.

The International Sprinkler Co., Philadelphia, Pa. This company, which succeeds the Universal Automatic Fire Extinguisher Co., Ltd., have just issued a pamphlet of 26 pages, embracing in its contents the advantages of adopting the system originated by this company in the building and construction of all important edifices. This is a matter of considerable importance, for, being approved by the insurance companies, lower rates are obtained by those using its many advantages. A number of testimonials in fac-simile from the Board of Fire Underwriters and others complete the contents of this volume and give interesting reading.

W. C. Heller & Co., Montclair, N. J. Pamphlet catalogue of 16-pages, printed on good paper, and well illustrated, describing in detail the steel Hardware Shelf Boxes, up-to-date sample holders, screw cases, bolt cases, tool brackets and mail boxes made by this company. Illustrations are given throughout the catalogue of the interior of Hardware stores fitted up with Heller's steel shelf boxes, giving a very good idea of the improved appearance, which under those circumstances, a Hardware store would present. Full descriptions are given of all the details connected with the articles displayed, making this a very interesting catalogue of its kind.

The Forest City Foundry & Mfg. Co., Cleveland, Ohio. Envelope-size pamphlet catalogue, 16 pages, illustrating and describing the Monarch furnace manufactured by this company. It gives an admirable description of the furnace, showing its economical methods and desirable features.

National Screw & Tack Co., Cleveland, Ohio. Pamphlet catalogue of 36 pages, very attractive in appearance, covering the product of this concern, including stove, sink and tire bolts, rivets, clout, finishing and trunk nails, machine-screw tapped nuts, stove rods, cap, set and machine screws, together with a full line of wood screws, in iron, brass and other styles. These goods are all given with appropriate list prices and with illustrations covering the whole line. It is well printed on good paper and compiled with care.

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The Ideal Mfg. Co., Detroit, Mich. Illustrated catalogue and price list of Ideal gas stoves and ranges for 1900. Oblong in shape, good size, printed on excellent paper and finely illustrated with half tones, showing the handsome product of this company among the different varieties made by them, from the Ideal Common-Sense Range, with all its various appliances, to the double-oven pattern, with and without water heater; also the same with side broiler, etc. They make a fine line of goods intended to be used by the aid of gas, in modern and unique styles original with this company. Included in its contents are shown the Ideal Gas Broiler and the Independent Water Heater, having features of note that are there described.

Avery Stamping Co., Cleveland, Ohio. 1900 catalogue of their "Never-Break" seamless steel ware, which has been their leading specialty for several years. It covers everything they make in this popular line of goods, including frypans and spiders, skillets, cake griddles, flat and round bottom kettles, Scotch bowls and stew pots, Maslin kettles and other steel cooking utensils. Included in the contents is a line of extra heavy tinned hotel stew pans of the various and necessary depths for such use, and the "Never-Break" children's steel sled skates, which is a popular part of their product as well. They also manufacture and illustrate in this catalogue steel fence posts of a style original and unique with this company, post-hole diggers, steel garden trowels and seamless elevator buckets in various styles. The catalogue is handsomely gotten up on good paper, well printed in two colors on every page, and reflects great credit upon the company.

T. H. Cranston & Co, Nos. 58–60 Wabash Avenue, Chicago, Ill. 1900 catalogue of bicycle sundries, which is a catalogue of 64 pages, fully illustrated, covering a large variety of bicycle sundries and supplies to dealers, which are fully illustrated, with list prices attached, being the product of a number of Eastern concerns as well as others for whom this firm are sole Western agents.

Philadelphia Commercial Museum, Philadelphia, Pa. Among other publications recently issued is one upon "Asphaltum," which is Bulletin No. 2 from the Scientific Department, covering twenty-four pages, and devoted to the history of this particular article, the contents of which are extremely interesting, showing great care in its preparation and compilation, and should be in the hands of every one interested in this special product. In connection with the above, they have recently issued a booklet of sixteen pages of a size to fit a large envelope, and called "Trade Pointers: The Part They Play in the Development of Foreign Business." Under the head of "How a Commercial Museum Report May Aid an Exporting Manufacturer" is given a large amount of information that will be of great advantage to the reader interested in this feature of any business. They give in connection therewith a report of the Compiling Department of the Bureau of Information, showing the number of special inquiries received, together with the names of the foreign countries from which they were received, and also the items of information desired, with the numbers attached to the same, to which reference could be made by any one desiring to follow it up. These publications are of an extremely useful character, and should be read largely by those interested particularly in the export trade.

"The Department Store System." We are in receipt of a thirty-six-page pamphlet devoted to this subject, and written by William Cooke Daniels, of Denver, Col., who prepared and read the same to the Philosophical Society of Denver, March 22, 1900, by invitation of that organization. He states in connection therewith that while his paper makes no pretense to finality, and specifically disclaims even an attempt at completeness, it was considered sufficiently comprehensive to justify compliance with the suggestion that it be published in pamphlet form. This arises from the fact that it had received the thoughtful care in preparation which permitted the hope that it might prove of some permanent value as a contribution to the scant literature on the subject which this treated. It is a very interesting paper, the perusal of which would incline the reader to think that the department store had come to stay, and was perhaps not so great an evil as the general impression credits it with being.

The Trade Journal.

The possible value of the trade journal, as a medium of communication between the builder of machinery and the purchaser of that machinery, can scarcely be overestimated.

Time was when the most serious problem that confronted the would-be-founder of a trade journal was the selection of a title which should at once identify his publication in the minds of advertisers, with the trade or industry it was supposed to represent and cater to. To-day the problem is to actually identify the publication with its trade; to make it of so great service, and so necessary to the trade, that subscriptions to it will materialize in generous number.

Time was when a man could have a dozen or so "dummies" of his proposed publication made up, put a hundred dollar bill in his pocket, go out upon a trip of two or three weeks among advertisers, tell them what he was going to do, and return with advertising contracts sufficient in amount to pay cost of publication for six months, or in many cases for a full year. Those were halcyon days. Times have changed. The advertiser, to-day, doesn't care a penny about what the would-be publisher is going to do; he's got through supplying capital to set publishers up in business. Now he wants to know what the publisher has done, and he is right.

Time was when the only implements the editor of a trade journal required were a little hard common sense, a pot of paste, a pair of shears and a big pile of exchanges. To-day the editor of an influential, successful trade publication must be technically versed in mechanisms, materials and processes, and must have at his command the services of a corps of writers expert in the line of trade catered to. The day has gone by when cheapness in the cost of production of the trade journal is to be regarded as evidence of business acumen upon the part of the publisher.

It is inevitable that the periodical of superior excellence will force out of the field the periodical of mediocre merit. The printed expression of the brightest, most intelligent thought will always command the largest degree of progressive attention, and that periodical, catering to any line of endeavor which secures and presents this thought, will achieve the broadest measure of success and support, both in subscriptions and in advertisements.—*Machinery Advertising.*

Acetylene Gas.

Acetylene is much less poisonous than coal gas, being practically free from sulphuretted hydrogen and carbonic oxide with which coal gas is always more or less contaminated, which constitute the really poisonous element.

And right here is a matter well worth your consideration. It is well known that a conservatory cannot be lighted with coal gas, as the plants are destroyed by the poisons evolved from the lights

We conducted a few experiments which demonstrated that plants would thrive under acetylene light and assume their natural color.

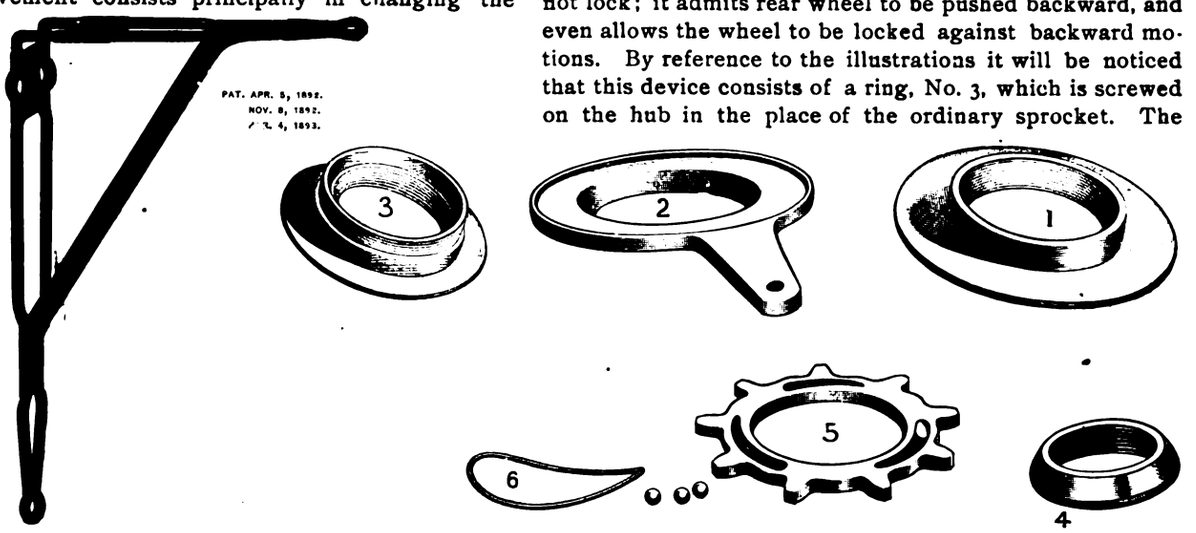
Tender shoots would become perfectly white in thirty-six hours when left in a dark place, but would assume their green dress with astonishing rapidity when the acetylene light was turned on, a green hue being observable within five hours afterwards.—F. Cortez Wilson.

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NEW GOODS AND SPECIALTIES.

Bradley Improved Steel Shelf Bracket.

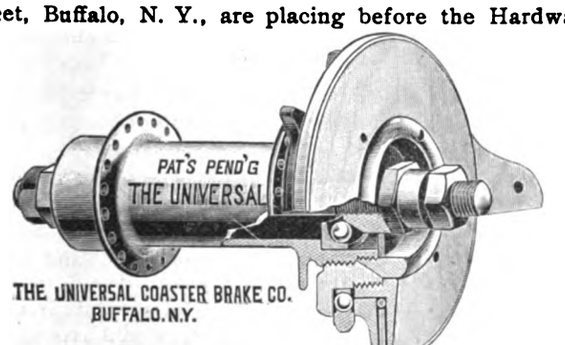
The Atlas Mfg. Co., New Haven, Conn., who are the manufacturers of the Bradley Steel Shelf Bracket, an illustration of which is here presented, have greatly improved this desirable specialty, and it deserves special mention. The improvement consists principally in changing the



point where the wires are brought together. Formerly they were joined under the metal clasp at the point B; by means of a new device they are now joined at the point A. By this new construction two solid wires are secured, running through the whole length of the bracket, and increasing its strength by this method of construction almost one hundred per cent., at the same time giving a greater facility to its production and superior accuracy as to perfect results. The company state they have also practically completed a duplicate plant for the manufacture of these goods, and are in a position to produce them with greatly increased rapidity and economy. The saving thus effected is placed right back into the goods by substituting very much heavier wire and steel for the gauges formerly used. This was not really necessary, because the bracket has always been claimed to be the strongest of all the low-priced brackets on the market. This improvement, however, will remove the prejudice which some of the trade have felt on account of the light appearance of the goods. Prices on these goods have not been advanced on this account, but as already noted, the economy effected by improved machinery has in this way gone into the goods.

The Universal Coaster Brake.

The Universal Coaster Brake Co., No. 61 Chandler Street, Buffalo, N. Y., are placing before the Hardware



and Bicycle Sundry Trade the Universal Coaster Brake manufactured by them, which possesses mechanical features of importance which commend its introduction, and which we illustrate in the cuts herewith displayed. Among the advantages claimed by the makers for this coaster brake are the following: It can be fitted to any hub; is a positive clutch, and yet a free coaster; possesses a powerful and instantaneously releasing brake device, which cannot lock; it admits rear wheel to be pushed backward, and even allows the wheel to be locked against backward motions. By reference to the illustrations it will be noticed that this device consists of a ring, No. 3, which is screwed on the hub in the place of the ordinary sprocket. The sprocket, No. 5, revolves freely on this ring and is held from lateral movement by the brake disc, No. 1, which is screwed on to the ring, No. 3. The brake lever disc, No. 2, is mounted so that it will rotate freely on the flange of the brake disc, No. 1, between it and the sprocket, No. 5. The spring, No. 6, tends to keep the two flanges, No. 2 and No. 1, apart, to bring the balls into engagements with their respective cams. The balls do not depend on gravity for their action and grip at equal parts of the circumference. The cams are continued through the sprocket, thereby forming cams on either side. When the balls are engaged in the braking cams they are entirely disengaged from the locking cams. This feature is what allows the machine to be either backed or locked against backward motion. The brake is screwed on the hub in place of the sprocket and is locked with lock-nut, No. 4. All brakes are shipped assembled, thus avoiding loose parts.

The "Ritefast" Note-Book and Copy Holder.

The accompanying illustrations represent a note-book holder marketed by the Universal Specialty Co., of Pike Station, N. H., and No. 151 Chambers Street, New York, under the name of the "Ritefast" Note Book and Copy Holder. This note-book holder, see Fig. 1, is composed of two strips of thin, hard wood, highly polished, ten inches long by five and three-fourth inches wide, flexibly joined by a russet leather hinge and trimmed with nickel-plated

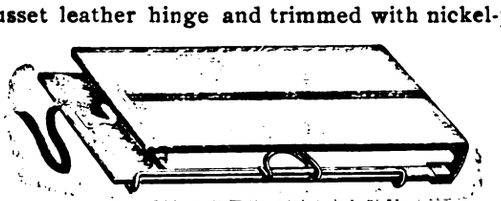


FIG. 1.—THE RITEFAST NOTE BOOK AND COPY HOLDER, FOLDED

clips for holding the note book or manuscript in place. It is also provided with a nickel-plated wire side rail with an indicator for keeping the place on either note-book or copy, see Fig. 2. This indicator can be thrown over to one side when not wanted. A tape attached to one side of the holder and passing through a clip on the other side, permits

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an instantaneous adjustment of the holder to any desired angle, from almost a straight perpendicular to a flat position. There are no springs to lift before turning the leaves, and



FIG. 2.—THE RITEFAST IN USE.

as the holder occupies no more space than the note-book alone, it is never in the way. It is claimed that by the use of this holder a stenographer can write at least ten per cent. more letters a day, and that it saves the strain on the eyes caused by reading from a note-book lying flat. The "Ritefast" is put up in a strong paper box and retails for 75 cents.

The Cleveland Lawn Weeder.

The Cleveland Lawn Weeder Co., No. 89 Public Square, Cleveland, Ohio, are distributing through the Hardware trade the seasonable specialty which we illustrate herewith. It is marketed under the name of the Cleveland Lawn Weeder, and is a handy little device for the purpose, because in its action it cuts right down to the root of the evil and removes it bodily. In its construction the blade is made of steel and the socket of malleable iron. Provided as it is with a wood handle of sufficient length for the purpose, it makes a very handy and desirable article. In its use the curved edge of the blade enters and loosens the soil. Slight pressure on the lever then causes the toothed jaw to grasp the plant, and a very slight pull suffices to dislodge the same without disturbing the surrounding sod to any great extent. Wherever it has been introduced it has met the approval of the Hardware trade, and bids fair to be a salable specialty for an indefinite period.





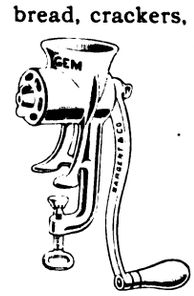
White Enamelled Letters and Numbers.

A. V. Taylor & Co., No. 1062 Central Avenue, Cincinnati, Ohio, are manufacturing a line of goods which has been received with considerable favor by the Hardware trade, and is meeting with successful approval wherever introduced. It is represented in the small illustration herewith, showing a number of small signs, suitable for every desirable use, and made in glass, wood, cloth, paper, metal and enamelled iron. Their principal specialty is the line of white enamelled letters, suitable for window signs, and handy house numbers, which many Hardware dealers have found a profitable line to carry in stock. They also make enamelled steel signs for street name plates, wagon signs, etc. These goods, in great variety, are fully illustrated in a new catalogue, now ready for distribution to the trade, and is well worth sending for by those interested in introducing new lines of attractive stock. The manufacturers are willing to forward samples of their "Handy House Numbers," to impress the utility of handling this line upon the dealers' attention.



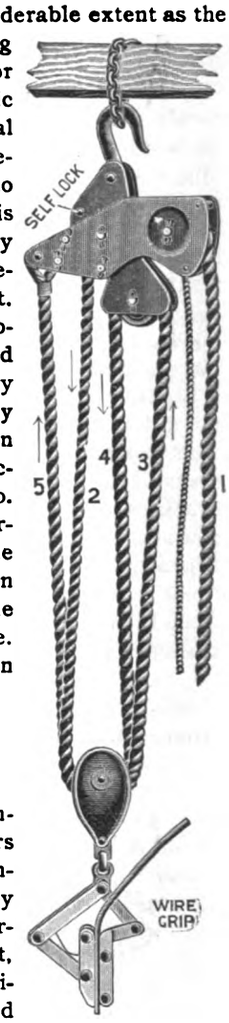
The Gem Food Chopper.

Sargent & Co., No. 149 Leonard Street, New York, and New Haven, Conn., are meeting with great success in the distribution of their "Gem Food Chopper," which is referred to in their advertisement in another column. It is designed to be clamped to the kitchen table, so as to be ready for use at all times during the day. As it is constructed to chop equally well raw meat, cooked meat, all kinds of vegetables, fruit, bread, crackers, cheese, nuts, and a number of other articles used in making appetizing dishes or dainty desserts. The general verdict is, that for an economical method to prepare food it is without a rival.



The Burr Safety Lift.

The Burr Mfg. Co., Cleveland, Ohio, are placing upon the market the Burr Safety lift, which we illustrate herewith, which includes an improved tackle block for general purposes, which is used to a considerable extent as the best appliance possible for stretching wire, not only for fences, but also for telephones, telegraphs, and electric roads. At the very small additional cost of a steel wire grip or "come-along attachment, that is necessary to be attached to the hook, it enables this same block used in the Burr Safety Lift to become the latest and most desirable wire stretcher on the market. Its strength is undoubted, and its applicability is evident. We are informed by the manufacturers it is already being used to a considerable extent by such large concerns as the Western Union Telegraph Co., the Western Electric Co. and the General Electric Co. A number of street railways in America have also found it useful for the purpose above mentioned. It has been exported, and is largely used by the General Traction Co. of Paris, France. This would emphasize its merit as an article of considerable utility.



The Washington Bureau of Foreign Commerce.

The consular officers, and, to an increasing extent, the diplomatic officers as well, are rendering a variety of important services to American trade by answering through the Bureau of Foreign Commerce of this Department, specific inquiries from individual business firms as well as from organized trade bodies, with important results in enlarging the markets for American manufacturers as well as for the products of our farms, our forests and our mines. The answers to such inquiries are utilized in the form of Consular Reports.

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Advertisers' Corner.

The great object to be aimed at in display is to so construct an advertisement that it will at once draw the attention of the readers of itself, in the midst of the great number of other advertisements.—*Ex.*

Let the largest house in any line stop advertising, and note in what incredibly short space of time a larger business will be built up by somebody who works while they sleep. Are you sleeping?—*The Wheel.*

It is a good thing to write about something occasionally in such an "honest" way that the thing itself won't sell. People will then give you credit for being equally honest when you use superlatives.—*Good Advertising.*

Advertising isn't cuteness. It is plain, hard, cold, business sense. A little humor or a little pleasantry isn't a bad thing sometimes, but the main thing is to get the facts forcibly before the people most likely to be interested.—*Printers Ink.*

Advertising should be used in business just exactly as medicine is used in sickness. If a small dose is not enough give a larger one. If the large dose seems to be too big, or if the patient improves rapidly, the dose may be diminished.—*Ex.*

Doctor—In a day or so it will be safe to give your wife some pleasant reading matter.

Anxious Hubby—Hopeful, high-class poetry, eh?

Doctor—No, papers with pages of department store advertisements.—*Ex.*

Whenever you succeed in making yourself and your goods so well known that all who need supplies of what you produce or handle, think of you simultaneously with their recognition of such need, you are doing effective advertising.—*Shoe and Leather Facts.*

Two inches single is getting to be a popular display for modest users of newspaper space. It gives them room enough to say a little something and say it strongly; it is big enough to get in very effective display and it is not an expensive space to maintain.—*Ex.*

The modern newspaper reader does not buy a paper in order to read your advertisement; he gets it to read the news; he is going to read the news, and he hasn't much time to do it in, either. If your advertisement is placed in his way, he will, of course, stumble over it.—*Exchange.*

A young lady explained to a printer the difference in printing and publishing, and in conclusion said: "Now, you may print a kiss on my cheek, but you must not publish it." With that he locked the fair form in his arms so that it would not pi and went to press.—*Ohio Newspaper Maker.*

It's much more important to make plain the goods advertised than to bring out the firm name. If people are interested in the goods, they'll see the firm name—they'll make it a point to see it. Space is too valuable to be used up by printing firm names with the biggest type in the office.—*Iron Age.*

Merchant—What position do you desire in our establishment, sir?

College Graduate—Oh, something like confidential adviser or general manager.

Merchant—Good! You may have both jobs. I will make you an office boy.—*Judge.*

A deep and varied knowledge of human nature is the first requisite of advertising. To attract and hold the attention, to persuade, to convince—these are the psychological problems to be grappled with. A merchant who does not give his advertising the closest and hardest study has no good reason to complain of failure.—*Printers Ink.*

Don't forget the fact that in the same business as you are engaged in there are many others, each one of whom is doing all in his power to get all the trade he can. No little point escapes their attention. Nothing is considered too insignificant to be despised if it will help bring trade to them.—*Harness World.*

Some people say that advertising is all a matter of luck; that you cannot tell what advertising is going to do, or whether or not it is going to pay. This may be true, but it is very strange that the man who gives careful thought to his advertising and does it in an intelligent and straightforward way usually has the luck on his side.—*Art in Advertising.*

Advertising is telling people about things. Telling them what things look like, what they are good for, who sells them and what they cost. Getting business is merely a question of advertising. It is merely a question of asking hard enough and long enough and often enough and in the right way. Sometimes it takes a good while to find out the right way, but there is a right way for everything.—*Billboard Advertising.*

The road to advertising success is over prostrate forms of thousands who have spent millions in small sums in vain. The victims of "one insertion" must be by far the largest number. Unfortunately they think they have been advertisers and blame advertising as a failure. They tell their experience and dissuade others from trying to advertise. The success of the successful is the best proof that advertising of the right sort does pay.—*Advertising, Cincinnati.*

Minor Inventions of the Last Hundred Years.

Among the minor inventions of the nineteenth century we may mention the following: The making of needles and pins by machine, the barbed-wire fence, artificial stone, artificial fuel, artificial limbs, the breeches buoy, the hot water bottle of rubber, cold storage for preserving meats, petroleum, laughing gas, glucose, starch production from corn, carbonated beverages, bundle carriers in shops, condensed soups and other condensed foods, high explosives, liquid air, liquid oxygen and liquid carbonic acid; hydraulic mining, electro plating, pressed glass and the extraction of dyes, drugs and other useful products from coal tar.

In 1800 people were obliged to depend for their food almost entirely upon what they could get in their immediate neighborhood; to-day the tables even of the moderately well-to-do are supplied with luxuries fetched from all parts of the earth. Canned foods are a novelty, comparatively speaking. Within the last few years, by the way, it has been discovered that the flavors of the best kinds of butter and cheese are due to the presence of certain species of bacteria, and now these beneficial microbes are propagated artificially and put up in bottles for sale to dairymen. In up-to-date dairies, cream is separated from milk not by skimming, but by a machine that employs the principle of centrifugal force. Bees are furnished nowadays with artificial foundations for their combs, in order that they may not waste time and honey making material in comb building. Movable frames for hives are a nineteenth-century invention.—*American Exporter.*

Stanley proves the Nile to be 4100 miles long.

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REVIEW OF THE MARKETS.

Hardware: The easier conditions surrounding the Iron and Steel markets, the gradual catching up on orders, the lack of business made evident by a slack demand when goods are kept at high-grade quotations on a market undoubtedly of a sagging order—all this influence has affected the buoyancy of the general market of late, and the big drop in prices of the wire product, will cause a general leveling up of "top-notch" prices, and business will naturally be strengthened in consequence. It is the general belief that the low prices named for wire products is to create a strong demand—the market having been a waiting one—greatly lessen the large surplus stock held at the mills, and permit a small advance at a later date that will be appreciated by present purchasers and enable them to average up any possible loss on present stocks.

Wire Nails: As was anticipated would be the case when the announcement was recently made that overproduction had created too large a stock, the American Steel & Wire Co. decided on a scale of prices that would give the trade a confidence in buying, while successive declines of a smaller amount would only cause dissatisfaction and lack of harmony in their endeavor to move a large surplus stock. In announcing the changes in their quotations the American Steel & Wire Co. say: "This reduction in price is made to reduce stocks and is for immediate specifications and prompt shipment only, and subject to withdrawal without notice. The reduction is applicable to all contracts which are unshipped for the above-named standard goods, but no reduction will be made on any goods which have already been shipped prior to this date." The following quotations represent the market, with the prospect ahead of large purchases, and a possible advance when stocks are sufficiently reduced to make that policy advisable. The following are manufacturers' quotations f. o. b. Pittsburgh; terms, thirty days, 1 per cent. off in ten days:

To jobbers in carload lots	$2 20	Base.
To " in less than carload lots	2.22½	"
To retailers in carload lots	2 35	"
To " in less than carload lots	2.45	"

New York prices, to meet the above conditions, are named as follows:

To retailers, carload lots on dock	$2.53	Base.
" less than carloads on dock	2 66	"
Small lots from store	2.75	"

Cut Nails: The present market on Cut Nails is in an unsettled condition, consequent upon the sweeping decline in values announced on the products of the wire nail makers. The Cut Nail manufacturers will hold a meeting to-morrow to decide upon a scale of prices in harmony with the radical changes made by their principal competitors.

Barb Wire: Following the great decline in price on the leading staple Barb Wire quotations were revised as follows, to meet the new conditions, f. o. b. Pittsburgh. Terms, 30 days, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted	$ 2.65
" " Galvanized	2.80
" in less than carload lots, Painted	2.07½
" " " " Galvanized	2.82½
To retailers in carload lots, Painted	2.80
" " Galvanized	2.95
" in less than carload lots, Painted	2.90
" " " " Galvanized	3.05

Smooth Wire: Not quite so great a decline was announced in Smooth Wire, as in the other leading wire products, the slight difference arising probably from the fact of the present market on this product being slightly more active, and suffering less in the current demand, the following representing the market: f. o. b. Pittsburgh; terms, thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots	$2 15	Base.
To " in less than carload lots	2 17½	"
To retailers in carload lots	2.30	"
To " in less than carload lots	2.40	"

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, $1.10.

Augers and Bits: A well represented meeting of manufacturers of Augers and Auger Bits, was held last week, in which the scale of discounts now prevailing in the trade was confirmed. The unanimity and good feeling prevailing among the manufacturers of these goods at the present time were commented upon, being so different from the conditions surrounding the industry a few years ago. The present range of discounts applying to this line of goods is as follows:

Common auger bits	60@60&10%	
Jennings' pattern auger bits	50&10%	Jennings' list.
" " blued or black lip	50&10@60%	common list.
Nut and B. M. augers	60@60&10%	" "

Carriage Bolts, Machine Bolts, etc.: The manufacturers of Carriage Bolts, Lag Screws, etc., held a meeting a week ago, and decided that a slight concession in price might have a beneficial effect upon the current demand; as a result of the conference, the following prices were established to apply to the smaller trade, the usual quantity rebates being made to large buyers. Terms, 30 days net, 1 per cent. discount for cash in 10 days, with the usual freight allowance on shipments of 300 pounds or over:

Common carriage bolts	50&15%
Machine bolts with H. P. or C. P. plain nuts	60& 5%
Machine bolts with C. & T. nuts	50&15%
Machine bolts without nuts	60&5&10%
Machine bolts, blanks	60& 5%
Bolt ends with H. P. or C. P. plain nuts	60& 5%
Bolt ends with C. & T. nuts	50&15%
G. P. coach screws	70%
Cone point lag screws	70& 5%
Skein screws	70%
Forged set screws and tap bolts	40%
Plow bolts and guard bolts	50&10%
Sleigh shoe bolts	50&10%

Nuts: At the meeting held last week the Nut manufacturers deemed it advisable on account of the prevailing conditions in the iron market, to make a reduction in prices represented in the following, which is subject to the usual allowance for large quantities:

	Off list.
Hot pressed, square, blank	4.70 cents.
Hot pressed, hexagon, blank	4.90 "
Hot pressed, square, tapped	4.50 "
Hot pressed, hexagon, tapped	4.70 "
Cold punched, plain, square, blank	4.00 "
Cold punched, hexagon, square, blank	4.00 "
Cold punched, C. T. & R., square, blank	3.80 "
Cold punched, C. T. & R., hexagon, blank	4.30 "
Cold punched, plain, square, tapped	3 80 "
Cold punched, plain, hexagon, tapped	3.80 "
Cold punched, C. T. & R., square, tapped	3.60 "
Cold punched, C. T. & R., hexagon, tapped	4.10 "

Cordage: The demand for rope is this season of a backward character. Buyers are keeping their wants well in hand, hoping for some large importations of hemp to have an effect on the market, prices having been well kept up so far, without much fluctuation. The following represents the market for carload lots, with an advance of a quarter of a cent for less quantities, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger	per pound,	15½	cents.
" ⅜ inch	"	16	"
" ½ and 5-16 inch	"	16½	"
Sisal, 7-16 inch and larger	"	9¼	"
" ⅜ inch	"	10¼	"
" ½ and 5-16 inch	"	10¼	"
" Lath Yarn, medium and coarse	"	9½	"

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents.

Binder Twine: The market for Binder Twine has not as yet been an evtremely active one; most of the large buyers specifications have been conspicuous by their absence, and the manufacturers in consequence are not overstocking the market by too large a production. The following quotations are made on Twine: f.o.b. New York, Philadelphia or Boston, with a reduction of ⅛ cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of ¼ cent per pound for carload lots:

White Sisal, 500 feet to pound	11½ cents.
Standard, 500 feet to pound	11½ "
Manila, 600 feet to pound	14½ "
Pure Manila, 650 feet to pound	15¾ "

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels ..... 64 cents per gallon.
In lots of 5 barrels or more ..... 63 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 71 cents per gallon.

THE BOSTON TRADE.

Favorable conditions as regards weather, collections, building outlook and general good feeling began to make their appearance, when this morning every jobber throughout the country received in a well directed envelope a

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bomb which immediately exploded, the amount of execution varying according to the stock of wire and nails which each recipient had on hand. Happily the quantity of these commodities among our New England trade is reported light, and the loss will not be so great as when stocks had been in their normal condition.

The condemnation and criticism which have been hurled at the projectors of this missive, even up to the present writing, would be very interesting reading. What the effect will be is somewhat problematical, but just because one man makes a fool of himself we do not believe every other man will follow.

As regards the volume of business during the past two or three weeks it has been satisfactory. What it will be next week we do not know. FRYE, PHIPPS & CO.

THE PITTSBURGH TRADE.

Fine spring weather has started seasonable goods moving and jobbers are well employed filling orders by mail and through travelers.

Building is going forward, and this year promises to be a record-breaker in our city in this department.

Concentration of the works of the American Steel & Wire Co. on an island in the Ohio River, a few miles below Pittsburgh, will begin shortly. The land is pretty well bought up, and when actual building begins will mean a large outlay for material and work. The National Tube Works have acquired large additional ground and will practically remodel their works. This policy of spending some of the profits in good times to modernize their plants and keep them strictly up to date, will enable the larger combinations to defy competition when the next dull times appear. LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Anxiety to sell goods before they decline has caused some price cutting. That there will be a serious decline is more a fear than an expectation. The fact that combinations tend to steady prices is not yet fully realized, and the memory of past radical fluctuations still influences dealers.

A large portion of manufactured goods are as low as they can be made with the present prices of material. Many of them are lower. Manufacturers have been extremely conservative in advancing prices; a few manufactured goods that were too high have weakened in price and created a fear of a general break. If, however, it comes, it will soon be mended. The Presidential contest, if it shall be between a $13 a month private and a $13,000 admiral, may affect business.

Statesmanship will be more in demand in the next four years than ever if we are to maintain the magnificent advance we have made toward a world power. It is to be hoped that the Presidential campaign may not be altogether spectacular.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

Business during the past two weeks has increased to such an extent that we are nearly taxed to our utmost to fill orders with our usual promptness. This is especially so on the entire line of small shelf Hardware, also on all of our lines of special brand goods, particularly those now in season.

With the prospects of more settled weather in the near future, and the opening of Spring, which is unusually backward this year, we look for a very heavy business all along the line. The quantities that are being called for on most orders indicate that the retail trade have permitted their stocks to become badly depleted, and that their shelves sadly need replenishing (to a larger extent than has been the case for some time), and as prices on most all goods remain firm the tendency for curtailing orders to the minimum seems to be a thought of the past.

Manufacturers, as a rule, are still full of orders, this



being confirmed by the continued slow shipments on back orders, placed months ago, as well as on additional specifications of a more recent date.

Then again, the recent advances on picks, mattocks and grub hoes, and the prevailing prices on such staples as shovels and spades, also Mrs. Potts' irons, confirm our opinion of present prices remaining intact for some time to come, although we do not look for any further advances; yet this is entirely problematical.

The railway car and implement shops all seem full of work, as recent orders for large quantities of supplies clearly demonstrate.

Builders' Hardware in this city, while moving slow at present, and during the past few weeks, will no doubt move with a spurt as soon as the labor troubles now existing are adjusted, some of the tradesmen already having resumed work, with the possibility of all of them doing so soon; at least this is the impression generally, as far as we can learn. WELLS & NELLEGAR CO.

THE SAN FRANCISCO TRADE.

As predicted in this correspondence two weeks ago, the trade contest of the Middle West and Far West Hardware jobbers, in the dignified presence of the Interstate Commerce Commission, continued within three days of the fortnight allotted in the prediction.

Within these last three days *Hardware's* correspondent has seen the local men of the contest and is able not only to report that they again show normal tranquillity of temperament, and hopeful anticipation as to the Court's decision, but, even in the presence of accumulated work awaiting their attention, they courteously gave the correspondent a few minutes to smile over several recalled incidents of the last two weeks, notably some of the antics of disconcerted witnesses. Yet, withal, these local merchants gallantly admit, and they don't want the fact concealed, that while in the heat of their recent battle it was perfectly clear to them all the while that they were right up against real foemen worthy of their steel—and iron.

An outcropping from the foregoing case brings to mind other trade gossip heard this week. James E. Hunt, a Portland, Ore., retail Hardware dealer, gave testimony to the Interstate Commission at the above investigation that retailers in his city had an association, of which he is a member, and that they made prices as an association, "but, agreements have been broken so often that there is to be a disbandment of the association at the next week's meeting."

This lack of association harmony is very like what was told the past week by a prominent Market Street regular shelf Hardware dealer in this city. "It is well known to the trade," he said, "that a certain dealer in the city has been doing business with consumers of late at an actual loss, and that he is selling many goods at a better dis-

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count than first hands will give the house to replace the goods."

Three distinguished visiting members of the trade have been here within the last fortnight enjoying themselves and congratulating their fellow contemporaries here on good business now prevailing and continued bright prospects as seen from their respective standpoints. Two of these visitors were the New York Cutlery firm, Graef & Schmidt, the third being Chas. T. Boynton, manager of the Chicago department of the American Steel & Wire Co. and the Washburn & Moen Mfg. Co. Mr. Boynton, who was accompanied by his wife, left here for home April 13. The next day following Mr. Schmidt did the same. Three days before Mr. Graef and wife left for Salt Lake.

Trades Press Association.

Southern Hardware Jobbers' Association.

The following letter has just been mailed to the members of the Southern Hardware Jobbers' Association:

Knoxville, Tenn., April 19, 1900.

As stated in our general letter of March 6th, the tenth annual convention of our Association will be held at Old Point Comfort, Va., on the 13th, 14th and 15th of June, the Hotel Chamberlain having been designated as official headquarters.

The writer was at Old Point about the middle of last month, having stopped over on his return trip from the meeting of the Shovel Association in New York City. Mr. Alan F. Campbell, the manager, gave us a cordial welcome, and we were enabled to make exceptionally satisfactory arrangements for our annual meeting. Those of our members who had the pleasure of attending our eighth annual convention at Old Point in June, 1898, will remember with much pleasure the courteous treatment accorded us by the management of the Chamberlain, and they will also bear in mind the fact that this hotel is perhaps the most luxuriously appointed hotel on the Atlantic Coast and further, that the cuisine department and dining-room accommodations are unexcelled. The manager has given us a rate of $2.50 per day without bath and $3 50 with private bath. The minimum charge for a fraction of a day, $1. Ample convention halls and committee rooms will be, as usual, furnished gratis. The manager states he will actively cooperate with the reception committee in giving our members and visitors enjoyable entertainments each evening during our stay at Old Point.

While we will have the Chamberlain practically to ourselves during our meeting, as no other convention is booked for that time, and there will be little likelihood of the hotel being crowded, yet it would be a good idea for you to enter into correspondence with the manager, engaging such accommodations as you will desire during your stay at the Chamberlain. Mr. Campbell advises us that he will be only too glad to reserve quarters for all of our members.

As to railroad rates, we beg to advise that a rate of one fare and a third for the round trip, upon the certificate plan, has been granted us, the particulars of which will be given you at a little later date.

Southern Hardware Jobbers' Association,
C. B. Carter, Secretary-Treasurer.

SMOKELESS POWDER
For Shotguns, Rifles and Revolvers.
BLACK SPORTING POWDER
For Shotguns, Rifles and Revolvers.

BLACK POWDER
For Blasting and Mining Purposes.
SAFETY FUSE AND ELECTRIC BLASTING APPARATUS.
If you are interested, please write for Prices and Catalogues.
No bird need ever fear the powder of the past. It's the Laflin & Rand Shotgun Smokeless that places the entire flock on guard.
LAFLIN & RAND POWDER CO.
99 Cedar St., New York City.

The General Demand for Education.

America has become the workshop of the world. Immense resources and economic methods of manufacture enable her to compete successfully with all other manufacturing countries in their own markets, and during the next few years the expansion of her trade will become the talk of the world.

The great impetus recently given to all technical trades and professions by the commencement of a new era of commercial prosperity has forcibly brought to the attention of the public the great value of technical education, acquired simultaneously with practical experience. The graduate of the ordinary technical university is obliged to accept a minor position in his profession, and trust to his education for rapid advancement. But the ambitious mechanic can make immediate application of his technical knowledge, and secure, in the shortest possible time, a lucrative position.

The various engineering colleges are open to but few. Night schools are only found in the larger cities. The international system of instruction by correspondence fully meets the requirements of ninety-five per cent. of the people by supplying the education for which employers are willing to pay, and pay well —*Exchange.*

Use of American Glass Has Increased Greatly.

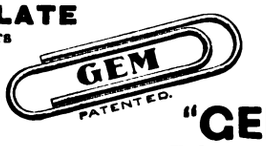
"Where one mirror was in use twelve years ago there are 200 to-day," said a large dealer recently. "But this vast increase in the use of reflecting surfaces has been gained somewhat at the expense of accuracy, brilliancy and permanence. In the old days when a housewife bought a bit of looking glass it was esteemed a precious treasure, to be cherished like her rosewood cabinet and her best china teapot, and the glass on its part gave a faithful image of all that passed before it and lost nothing of its clear lustre as time passed. A pier mirror was an index of luxury. It came from France with costly furniture and feminine finery. But it was out of fashion when the cheaper article made its way everywhere.

The old mirrors were coated with mercury, and that is why, unless they were broken, they retained their pristine excellence year in and year out. Now there is only one manufacturer who uses mercury, and he does not do an extensive business. It doesn't pay any longer to make them in that way. Silver has grown so cheap and is applied so easily that it has replaced mercury.

Chemists combine with the nitrate certain chemicals, these varying with the different manufacturers, the composition used by each constituting his trade secret. But in all cases nitrate of silver is the foundation. Mercury costs about two and a half times as much as the silver nitrate, but it is always sure. If you buy a glass coated with quicksilver it will last you seventy-five years, but of

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Don't MUTILATE your papers with pins or fasteners but use the . . .



"GEM" PAPER CLIP.

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free

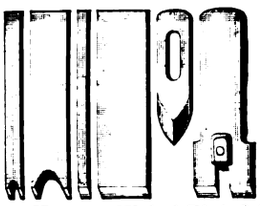
Price, 15 cents per box of 100.

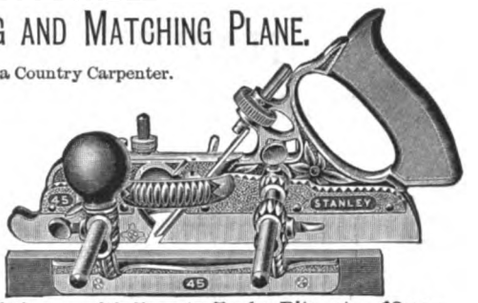
CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

STANLEY'S ADJUSTABLE

BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.





No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

even the most expensive glass treated with silver nitrate one can never be quite certain. Two pieces may be taken out of the same solution at the same time, under identical conditions, and one may wear satisfactorily, while the other in a little while will begin to speck and show flaws, and no expert manufacturer can explain the reason for it.

There is almost no importation of mirrors into this country in these days. We still speak of French and German mirrors, but these words do not locate the locality in which they are made, but are merely trade terms, French mirrors meaning all in which the thickness of the glass is 3-16 of an inch or more, and German mirrors referring to the quality of the glass used, it being blown and not cast in plates, as in the case of the French mirrors. This thin glass came into popularity with the folding bed, intended to represent a sideboard or a dressing case. Its lightness made it peculiarly desirable for such purposes. Now it is used for as many purposes as the cabinet maker has styles of furniture.

Although French mirrors are not imported to any extent the glass from which the best plate mirrors are made is imported from France, the French glass being softer than the American, and consequently easier to bevel and to make into the unique designs so much in vogue.

If I were going to select a mirror for my own house, I should get the best possible quality of glass made in America for the purpose. It is not so likely to turn yellow by exposure to the air as the French plate mirrors often do.

The finest plate mirrors cost only about half what they did a little more than a decade ago, and of the cheaper grades there has been an indefinite increase in the quantity and in the reduction of price.

The American glass industry is in the flower of its prosperity. We are making everything from cut glass for the table to high-grade plate window glass, better than any one dreamed a few years ago that it could be done. There is 150 per cent. more glass used, partly cause and partly effect. We get out some things pretty cheap, and in consequence there is bound to be a lot of poor stuff on the market, but, on the whole, people are getting far more and better glass for their money than ever before.

Mirrors are in line with other glass. Cheap silver, too, has helped to make them available for all sorts of purposes, and for all classes of people. A lot of imperfect and perishable stuff is turned out for those who do not want to pay much for it, but the best grade of American mirrors cannot be excelled. It is not the duty merely that keeps out imported mirrors; it's because we have learned to make them better and cheaper in this country than anywhere else.

The business of college education is one of the greatest businesses of the country. The 426 colleges and universities, in which are enrolled 175,000 students, represent an invested capital of $250,000,000, and give employment to 25,000 persons as teachers and officers.—*Ex.*

The largest stockyards in the world are in Chicago. The combined plants represent an investment of over $10,000,000. The yards contain 20 miles of streets, 20 miles of water troughs, 50 miles of feeding troughs and 75 miles of water and drainage troughs. The yards are capable of receiving and accommodating daily 20,000 cattle, 20,000 sheep and 120,000 hogs.—*Exchange.*

He—What a splendid girl you are! Do you really think there is another person in this world as jolly as you are?

She—Oh! I don't know. I may be a jolly individual, but I think you're a jollier.—*Ex.*

Havana Metal Wheel Co., Havana, Ill., make the announcement that they are prepared to make all kinds of open back shovels, scoops and spades. They would be pleased to quote prices to the trade for May deliveries.

Manager, to typewriter—Why do you pause so often? Can't you keep up with me? Typewriter, who is not proficient in orthography—Oh, yes; but your language is so eloquent that I frequently find myself spellbound.—*Ex.*

Platinum can now be drawn into wire-strands so fine that 27 twisted together can be inserted into the hollow of a hair.

Situations Wanted.

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P.H., care HARDWARE, No. 143 Chambers Street, New York. 68

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained at a nominal price if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, No. 143 Chambers Street, New York. a

MAPLE SUPPLIES



SYRUP CANS,

SAP PAILS,

PAIL COVERS, Etc.

If you handle these goods, you need our catalogue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Belvidere, Ill.—C. H. Day.

Beverly, Mass.—Woodward & Ober.

Brashear, Ill.—Sherwood & Martin.

Durham, N. C.—Taylor & Phipps.

East Bangor, Pa.—M. E. Brown.

Elizabeth, N. J.—Certificate of incorporation has been filed in the office of the County Clerk by the Frank Hand Co., the incorporators of which are Frank and Julianna Hand of this city, and Edward L. Petty of Dover. The principal office of the company will be at Nos. 80 and 82 Third Street. The objects for which the company is formed are the buying and selling at wholesale and retail of Hardware, paints, oils, ship chandlery and general merchandise.

Freehold, N. J.—Frank T. Burke.

Gloucester, Mass.—Lawrence E. Andrews & Co., No. 121 Main Street.

Johnson City, Tenn.—James Byrd.

Lincoln, Me.—E. A. Weatherbee.

Medina, N. D.—Pressler & Wild.

Methuen, Mass.—W. A. & F. Bower.

Oswego, N. Y.—F. L. Smith, No. 104 East First Street.

Portersville, N. J.—The Schulz Hardware Co. has been incorporated to do a Hardware business. Capital, $25,000. Incorporators: A. G. Schulz, H. A. Schulz, A. J. Newberry, Mattie M. Schulz, all of Portersville; J. H. Williams, Edith H. Williams, both of Toms River, N. J.

Roswell, N. Mex.—Seay, Gill & Morrow.

Sacramento, Cal.—The Sacramento Implement Co. has been incorporated to deal in Hardware, etc. Capital, $15,000. Incorporators: G. A. Stephens, F. G. Allen, both of Moline, Ill.; W. S. Brainard, H. W. Bonner, both of Sacramento; F. H. Kennedy, of Stockton.

Sault Ste. Marie, Mich.—Gowan & Pickford.

Somersworth, N. H.—The Sweetser, Sanborn Co. has been incorporated to do a Hardware business. Capital, $8000. Incorporators: A. Sweetser, C. E Sanborn, both of Somersworth; E. A. Sanborn, of Manchester; G. A. Sweetser, Nina M. Sweetser, both of Wellesley Hills, Mass.

Winston, N. C.—The Crawford-Brooks Hardware Co. has been incorporated. The capital stock is $25,000 and the incorporators are: R. H. Brooks, R. B. Crawford, W. S. Diffee and D. A. Hodgin. The business proposed is buying and selling Hardware at wholesale and retail.

Woodbury, Conn.—N. M. Strong.

Changes and Improvements.

Becket, Mass.—P. B. McCormack has taken possession of his new store recently purchased of H. A. Jennings. He is fitting it up and will have a first-class Hardware and agricultural store.

Beaver Falls, Pa.—C. D. Renouf & Son will remove their Hardware store to Freedom.

Cameron, N. Y.—The firm of T. J. Haggadorn and F. E. Sherman, Hardware merchants have dissolved partnership, and have placed their books in the hands of an attorney for collection. Mr. Haggadorn will conduct the business as formerly.

Corning, N. Y.—Aaron F. Williams has become a partner in the large Hardware firm of Frost & Williams, the latter named being a brother of Mr. Williams.

Dalton, Ga.—R. Y. Gray and F. F. Baker have bought the Hardware stock of John Black & Co.

Denver, Colo.—The largest transfer of a business house that has been made in Denver for some time, has just been made, in which T. B. Townsend & Co. sell their large stock of Hardware to Kingore & Neumann, who will continue business at the same stand, No. 1516 Curtis Street.

Des Moines, Ia.—The work of clearing the ground on West Cherry Street for the two new buildings to be erected for the Luthe and Ernsdorf wholesale Hardware houses has been been commenced.

Fort Plain, N. Y.—William T. Linney who for the past eleven years has been in the employ of David Ostrom, has bought the Hardware and tinsmith business, stock, fixtures and good will of the latter.

Hackettstown, N. J.—Trimmer & Hoffman are transferring the recently purchased Van Duzer Hardware business to the Trimmer building.

Hartsville, Ind.—J. A. Cottell, the Hardwareman, has added implements to his business.

Lamoni, Iowa.—The Lamoni Hardware Co. have removed their tin shop to the old Flower building.

Lebanon, Ill.—James R. Sager, secretary and treasurer of the C. H. Sager Hardware Co. has sold his interest in the business of his brother, Chas. E. Sager, of St. Louis, who is president of the company.

Lena, Ill.—Geo. Roe has bought a half interest in the north side Hardware store from L. D. Overstreet.

Mansfield, Ohio.—The Gorton, McKay & Gorton stock of Hardware, queensware, wall paper, etc., has been sold to Canton parties who will take possession shortly and close out the stock.

Martinsville, Ind.—W. N. Olney has sold his Hardware store in this city to R. T. Bunch, Sullivan, and John Anderson, Petersburg.

Milwaukee, Wis. — The John Pritzlaff Hardware Co. will erect a large seven-story building on Fowler, between Second and West Water Streets, during the coming summer. It will cost in the neighborhood of $75,000. It will have a 150-foot frontage on Fowler Street and will extend south the same distance.

Nashville, Tenn.—The Gray & Dudley Hardware Co. have begun to make preparations for moving their stock of goods from their old building on the east side of Market Street across the street to their new and more spacious structure.

Racine, Wis.—Herman Konst has purchased the Hardware store of Geo. McDonald on Pine Street and will continue business there.

Savannah, Ill.—William Lichtenberger has sold his Hardware store to John W. Miller.

Schenevus, N. Y.—J. L. Hubbard, Hardware, is building a brick store.

Springville, Pa.—C. W. Kilts has sold his Hardware business to A. O. Dunlap.

Talladega, Ala.—F. C. McAlpine has sold his interest in the Hardware firm of McAlpine & Bowie to his partner, F. W. Bowie.

Watertown, S. D.—M. A. Heegaard is engaged in moving his Hardware, stove and tinware stock from his temporary quarters on Maple Street, where he has been located since the fire in his premises, to his old place of business on Oak Street. His shop has been put in a thorough state of repair. New shelving and show cases have been added, metal ceiling put in and the whole painted in an attractive manner.

Wellsboro, Pa.—The Hardware store of Charles Roberts & Co., in this borough has been sold to Bailey & Converse and Gardner & Co.

Westfield, Mass.—The Hardware firm of Gladwin & Noble has been dissolved, the senior partner, James R. Gladwin, having bought out the interest of Mr. Noble.

Zanesville, Ohio.—G. E. Closman, the Hardware dealer, will occupy the room just vacated by Ed. Fitz which adjoins the Hardware store. Archways are being cut in between the rooms, both of which will be occupied by Mr. Closman.

Business Embarrassments.

Cincinnati, Ohio.—A deed of assignment has been filed in the Court of Insolvency by Herman Schultze, a dealer in Hardware and tinware at No. 2205 Jefferson Avenue. The assets are $500 and the liabilities $1000. F. J. McCabe is the assignee.

Burglaries in Hardware Stores.

Batesville, Ind.—Schrader & Kreiger, $300.

Kissimmee, Fla.—W. B. Markinson Co., revolvers.

Knoxville, Tenn.—C. M. McClung & Co., cutlery and revolvers.

Converse, Ind.—Bond & Powell, cutlery.

Fires in Hardware Stores.

Camden, Ark.—J. K. Agee.

Canastota, N. Y.—Farr's Hardware store.

Eustis, Nebr. — Schroeder's Hardware store.

Fitchburg, Mass.—Damon & Gould Co. Loss $90,000; covered by insurance.

Flora, Ind.—Riggles' Hardware store.

Jonesboro, Tex.—Mayhew & Garret. Loss $5000; insurance $2800.

Marmora, Ont.—Frank Carscallen.

Southwest City, I. T.—J. Yeargain.

St. John, N. B.—Geo. F. Beverly. Loss $10,000; partially insured.

Tipton, Ind.—F. W. Mahan.

West Creek, Colo.—Scott's Hardware store.

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Lawn Mowers.



IF you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

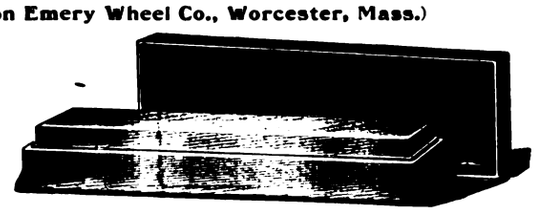
Coldwell Lawn Mower Co.,

NEWBURGH, N. Y.

INDIA OIL STONES

(Manufactured by the Norton Emery Wheel Co., Worcester, Mass.)





Stones even and clear grained throughout.
Remarkable Cutting qualities.
Great strength of material.
Adaptability to all required shapes.

EVERY STONE GUARANTEED.

THE PIKE MANUFACTURING COMPANY,

SOLE AGENTS,

NEW YORK OFFICE, 151 Chambers St — PIKE STATION, N. H., U. S. A.

WORLD'S HEADQUARTERS FOR

SCYTHE STONES, OILSTONES, RAZOR HONES,

AND SHARPENING STONES FOR ALL PURPOSES.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page News of new factories or companies, changes, improvements, etc, will be gladly received, and promptly published.

New Companies, Etc.

Augusta, Me.—The Alvin Streeter Mfg. Co., Portland, has been incorporated for manufacturing and dealing in woodenware. Capital, $20,000. Incorporators: C. H. Morse, of Cambridge; A. Streeter, C. R. Streeter, both of Winchendon, Mass.; H. L. Cram, of Portland.

Baltimore, Md.—The Dalli Self-Heating Sadiron Co. has been incorporated by Adolph E. Meinl, Charles P. Rubly, Washington B. Stanton, Ernest Phillips and Morris W. Lambdin. The company will manufacture patent self-heating flatirons. It has a capital stock of $10,000.

Boston, Mass.—The Duckworth Chain & Mfg. Co. has been incorporated to manufacture chains, etc. Capital, $15,000. Incorporators: J. Duckworth, G. H. Empsall, W. S. Ives.

Boston, Mass.—The Standard Screw Co. has been formed with a capital of $1,500,000. It is a consolidation of several screw manufacturing companies located in the New England States.

Buffalo, N. Y.—The Niagara Leather Washer Co. has been incorporated for manufacturing leather goods. Capital, $5000. Incorporators: F. G. Gridley, Annie B. Gridley, A. T. Gingras, all of Buffalo.

Chicago, Ill.—The National Stamping Works has been incorporated for manufacturing metal goods. Capital, $10,000. Incorporators: A. D. Foster, F. L. Kahlhase, P. J. McKenna, all of Chicago.

Cleveland, Ohio.—The Cleveland Bolt & Mfg. Co. has been incorporated. Capital stock, $30,000; capital stock in Illinois, $1000.

East Orange, N. J.—The Pittsburgh Pulley Co. has been incorporated to deal in pulleys, etc. Capital, $100,000. Incorporators: A. E. Knowlton, M. H. Picking, H. H. Picking.

Forest City, Ill.—The Forest City Mfg. Co. has been incorporated to manufacture farm implements. Capital, $10,000. Incorporators: J. H. White, P. S. Ingersoll, J. A. Barnes, all of Forest City.

Hampden, Me.—The Hampden Farming Implement Mfg. Co. has been incorporated to manufacture farm implements. Capital, $5000. Incorporators: G. N. Holland, W. H. Nason, A. A. Smith, H. W. Mayo, all of Hampden.

Jersey City, N. J.—E. B. Colby & Co has been incorporated to manufacture furnaces, ranges, etc. Capital, $50,000. Incorporators: E. B. Colby, Nellie B. Colby, both of Montclair; A. J. Kirkland, of Brooklyn.

New York, N. Y.—The Manhattan Bathtub Co. has been incorporated. Capital, $15,000. Directors: John O. Wilson and H. P. Wilson, New York City.

New York, N. Y.—The Sperry & Alexander Co. has been incorporated to manufacture Hardware. Capital, $50,000. Directors: William M. Sperry, Cranford, N. J.; R. J. Alexander and T. J. Witt, New York City; Harry A. Bliven, Brooklyn.

New York, N. Y.—The Stanley & Patterson Co. has been incorporated to deal in electrical apparatus. Capital, $200,000. Incorporators: A. F. Stanley, of Brooklyn; G. L. Patterson, C. Auth, both of New York City; A. S. DeVeau, of Mt. Vernon.

Norfolk, Va.—The Sills-Eddy Mica Co. has been incorporated for mining, manufacturing and dealing in mica. Capital, $650,000. Incorporators: U. D. Eddy, A. De Buys, both of New York; W. H. Sills, C. B. Wisner, both of Chicago, Ill.; C. D. Orth, of Westfield, N. J.

Pittsburgh, Pa.—The Plumbers' Supplies Mfg. Co. has been incorporated for manufacturing and dealing in plumbers' supplies. Capital, $200,000. Incorporators: J. R. Morrow, of Pittsburgh; J. T. McNaull, F. Metcalf, both of Jeannette; W. K. McGinnis, F. Thomburg, both of Allegheny.

Rochester, N. Y.—The P. M. & H. Lamp Co. has been incorporated. Capital stock, $250,000, of which $50,000 has been paid in.

Rochester, N. Y.—The Rochester Sash Lock & Specialty Co. has been incorporated to manufacture sash locks, etc. Capital, $50,000. Incorporators: M. Squier, F. B. Townsend, both of Penn Yan; L. B. Perrin, W. L. Perrin, W. P. Folger, all of Rochester.

Wilmington, Del.—The American Die & Tool Co. has been incorporated. Capital, $250,000.

Changes and Improvements.

Belleville, Ill.—The Wilson Range Co., of St Louis, have purchased land adjoining the Eagle foundry, and will soon erect a stove mounting plant thereon.

Bridgeport, Ohio.—The American Tin Plate Co. will move its plant to Connellsville, Pa.

Chicago, Ill.—The Mark Mfg. Co., manufacturers of Hardware specialties, have purchased the old McMullen wire factory at Evanston, and will move their plant there at once. One hundred and fifty persons will be employed in the new establishment.

Davenport, Ia.—The Rock Island Plow Co. have had plans drawn for a six-story building which will not only facilitate the process of manufacturing in some departments, but will greatly simplify the handling of the material to and from the cars. The building will be 70 x 280 in area, extending practically the full length of the block between Sixth and Seventh Streets.

Indianapolis, Ind.—The Home Stove Co. are now occupying their new warehouse, adjoining the foundry, in Kentucky Avenue. The capacity is 15,000 stoves It is a three-story brick building. Another brick building is to be erected to the south of it, which will be used as the steel room.

Milford, N. Y.—C. B. Hawver has sold his interest in the egg-beater factory to W. B. Whiting.

Massillon, Ohio.—The Dauntless Burner & Gas Stove Co., recently organized, with C. F. Allen as general superintendent, have leased rooms in the Conrad building, on Plum Street, and the machinery will soon be placed in operation therein. For the present, the casting will be done by contract elsewhere. Only the machine shop will be directly in the hands of the company.

Omaha, Neb.—The Kingman Implement Co. will begin immediately at Tenth and Farnam Streets the erection of their new brick building which will be used as an implement warehouse and for the general offices of the company. With a basement extending above the street line the building will be practically a seven-story structure, 66 x 132 feet. It will be constructed of gray pressed brick.

Oshkosh, Wis.—The Racine Refrigerator Co. are now installed in their new plant on Erie Street.

Springfield, Mass.—A. D. Dana, owner of the Independent Supply Co., of Chicago, and W. H. Crosby, of the same city, have bought a controlling interest in the Springfield Drop Forging Co., located in Brightwood.

Weston, Ont.—The Moffatt Stove Co. have commenced operations on their new building.

Weir Village, Mass.—The Weir Stove Co. contemplate the enlargement of their present extensive plant on West Water Street. It will be an addition, 50 x 40, three stories in height on the south side of the main building. It will be given over to new machinery and afford more room to the mounting department.

Worcester, Mass.—The Wright & Colton Wire Cloth Co. have filed a certificate with the Commissioner of Corporations to increase their capital stock $125,000.

Recent Embarrassments.

Boston, Mass.—The Dover Stamping Co., No. 88 North Street, manufacturers of tinware, etc., have assigned for the benefit of their creditors to Benj. L. M. Tower of Cohasset, Francis B. Sears and C. Minot Weld.

Recent Fires.

Baltimore, Md.—The stock of the Baltimore Tack Co. has been damaged by fire. Loss, $200; insured.

Richmond, Va.—Fire has destroyed a large portion of the plant of the Old Dominion Iron & Nail Works, on Belle Isle, near this city.

St. Louis, Mo.—A few sparks have caused $200 damage at the Bridge, Beach & Co. stove works, Main and Valentine Streets.

Miscellaneous.

Troy, N. Y.—At the annual meeting of the stockholders of the Troy File Works A. D. Banker, Joseph A. Leggett and Henry White were elected directors for the ensuing year. A. D. Banker was chosen president.

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OVER 1,000,000 IN USE.

THE

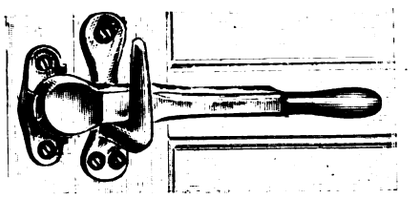
"CONDIT"

PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6 inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	$12 00	$15.00	$24.00	$26.00	Per Doz
No. 2	9 00	12.00	18.00	20.00	"
No. 3	5.50	7.50	11.00	11.00	"
No. 4	4.00	5.00	7.00	8.00	"
No. 5	2 25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . **Discount.**

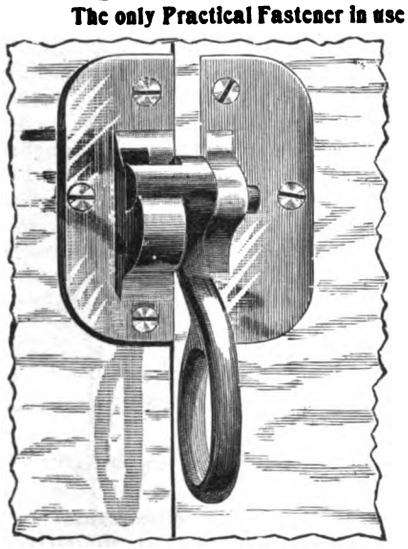
M. H. HICKEY & SON,

375 Market St., **NEWARK, N. J.**

The CONROY PATENT

Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by

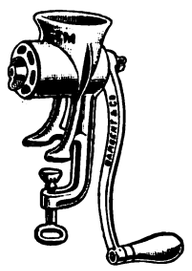
P. J. CONROY,

Beware of Infringements. **Paschall, Phila.**

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**

It won't chop wood



but you can recommend Sargent's Gem Food Chopper to the housekeepers of your city as a first class Food Chopper that will lessen the drudgery of the kitchen and save them both time and money.

WHAT IT CHOPS . . .

Raw Meat, Cooked Meat, Vegetables of all kinds, Fruit of all kinds, Crackers, Bread, Eggs, Cheese, Nuts.

HOW IT CHOPS . . .

Rapidly, Easily, Coarse or Fine, in Uniform Pieces, Without Mashing, Squeezing, Tearing, Grinding.

Don't Fail to Stock Up on Screen Hardware—now is the time and you can order from our 1900 Screen Hardware Catalogue which shows a complete line of desirable goods.

SARGENT & COMPANY,

New Haven, Conn. New York. Philadelphia. Boston.

KRETSINGER

Cut-easy-Hoe

(TRADE MARK)



DO YOU SEE THAT EDGE

It's sinuous—it's beveled— it's sharp.

IT CUTS---CUTS EASILY.

Easy to sell, and at a big profit.

MADE EXCLUSIVELY BY

The Iowa Farming Tool Co., FORT MADISON, ...IOWA.....

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES

No. 1—Weight, 5 pounds; 3 doz. in a case ..... List per doz, $18 00
No. 1½ " 4 " 3 " " " ..... " 16 50
No. 2 " 3 " 1 " " " ..... " 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Plyers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.

Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Amherst, Mass.—E. S. Wilber will open a bicycle repair shop and salesroom in the quarters on Phoenix Row until recently occupied by Dan Perna.

Auburn, Me.—A. Darling, Court Street.

Bangor, Me.—Theodore Carrow and his son, Walter, are to open a bicycle repair shop at No. 40 Harlow Street.

Bangor, Me.—Bangor Bicycle Co. are reopening.

Bombay, N. Y.—The St. Regis Indian Basket Co. has been incorporated with the Secretary of State to deal in fish, pack and other baskets, buckskin works, bows, arrows, toys, bark canoes and novelties generally.

Bridgeport, Conn.—Nelson Bulkley and Everett S. Bulkley have purchased a bicycle store on Fairfield Avenue.

Brockton, Mass.—Frank Benson has opened a bicycle agency and repair shop in the Crispin building.

Chicopee, Mass.—Warburton & Barry have opened a bicycle repair shop at No. 163 Center Street.

Concord Junction, Mass.—Chas. Somers will open.

Cortland, N. Y.—The City Cycle Co. is the name of a new firm that has just been organized in this city. They have leased the elegant store in the Grand Central block adjoining that of F. H. Cobb & Co., and have opened with a full line of bicycles and sporting goods.

Cramer Hill, N. J.—Charles Jones has rented the old post-office and will open a bicycle repair shop.

Danbury, Conn.—S. T. Newman, White Street.

Danielsonville, Conn.—Preston & Carpenter, Main Street.

Detroit, Mich.—The Cooper Handlebar Co. have filed articles of association, with a capital of $25,000.

Dover, Del.—Certificates of incorporation have been granted to the Standard Fishing Rod Co., of Warren, Mass., for the manufacture of fishing tackle and all kinds of sporting goods. Its capital stock is $25,000.

Geneva, Ohio.—Charles Phelps, in the Walcott block.

Kingston, N. Y.—Harry P. Carr has opened his new sporting goods store in the Reynolds building on Wall Street.

Lebanon, N. H.—LeBombard Bros.

Leominster, Mass.—W. H. Gordon, Central Street.

Norway, Me.—L. P. Swett will soon open a bicycle repair shop in the Bartlett store on Main Street, opposite the Elm House.

Yarmouth, Me.—Willis E. True has opened a bicycle shop at No. 7 Elm Street.

Norwich, N. Y.—C. H. Latham, added bicycles.

Peckville, Pa.—Z. N. Tinklepaugh has opened the bicycle shop of Craig & Tinklepaugh.

Reading, Pa.—Edward S. Youse has taken possession of the storeroom at No. 46 North Fifth Street, with a full line of bicycles and bicycle supplies.

Richmond, Va.—E. H. Clowes, No. 712 East Main Street.

Rochester, N. H.—Jay D. Hussey has fitted up a bicycle salesroom and repair shop at his residence, No. 20 Upper Main Street.

Syracuse, N. Y.—The Brennan Mfg. Co. has been incorporated at Albany, with a capital of $10,000. The directors are Patrick H. Brennan and E. R. Deming. The company will manufacture bicycles.

Taunton, Mass.—Edward McDonald.

Taunton, Mass.—E. Goodwin, No. 1 Broadway.

Utica, N. Y.—Harry J. Moss, who has conducted the bicycle academy on Oneida Square the past two years, has opened a store for the sale of bicycles and sundries at No. 13 Oneida Street.

Waverly, N. Y.—Simon Zansmer, of this place, has opened a branch bicycle store at Athens. W. C. Noble is in charge.

Westerly, R. I.—A. L. Chester & Co.

Whittenton, Mass.—David Theriault.

Woonsocket, R. I.—Edward Freeman.

Changes and Improvements.

Baltimore, Md.—N. Tip Slee, the well-known bicycle dealer, has sold his large establishment on Madison Avenue to the American Bicycle Co.

Bay City, Mich.—A. W. Chatfield has moved to No. 514 Washington Avenue.

Belleville, Kan.—C. P. Cartenson succeeds Carpenter & Collins.

Catskill, N. Y.—Wynkoop & Miller are succeeded by Roscoe D. Miller.

Columbia, S. C.—Berry & Burris are succeeded by Berry & Richardson.

Clinton, Iowa.—H. J. Rumble & Son succeed Upton & Wilson.

Elmo, Mo.—Kelso & Son have retired from business.

E. Jordan, Mich.—The Bridge Hardware Co. succeed Bridge & Nichols.

Fairgrove, Mich.—Burroughs & Wise succeed C. C. Hoff.

Farber, Mo.—Moss & Smith have retired.

Fort Smith, Ark.—C. J. Murta succeeds Sadler & Murta.

Gloversville, N. Y.—The firm of Thrall Bros. has dissolved as far as the sporting goods and Hardware establishments are concerned, and the business will in the future be conducted by Joseph G. Thrall.

Houston, Tex.—The Whittlesey Hardware Co. have retired.

Humeston, Iowa.—Walton & Co. succeed Thos. H. Walton.

Kosse, Tex.—Robertson & Gibbs succeed Robertson & Williams.

Lakeland, Fla.—John H. Bonacker has admitted partner.

Little Sioux, Ind. Ter.—H. L. Pierce succeeds Pierce & Williams.

Mankato, Minn.—Owen & Jones succeed Geo. B. Owen.

Meridian, Miss.—W. T. Scott succeeds O. D. Gunn.

Middletown, Conn.—Russell Frisbie, who has conducted a bicycle repairing business here for about two years, has moved his business to Cromwell.

Milford, Conn.—Franklin M. Brown has disposed of his bicycle business on River Street to William S. Clark, the Woodmont postmaster, who has assumed charge. The bicycle department will be in charge of T. A. Matthews.

Naples, Ill.—F. Quintal succeeds F. Quintal & Son.

Norfolk, Neb.—Ahlman Bros. succeed S. E. Brackett.

Palmetto, Fla.—J. E. Wetherell succeeds T. B. Parker.

Rocky Hill, Conn.—Buckley & Deming have dissolved; G. G. Buckley succeeds.

Springfield, Mass.—E. S. Powers has added a bicycle repair and second-hand wheel sale department to his Hardware store at No. 482 Mill Street.

Springfield, Mass.—G. J. Loomis has sold his bicycle business in Main Street to Walter S. Warren, and will give his attention to manufacturing automobiles in the factory in Spring Street formerly used for whip button manufacturing.

Syracuse, N. Y.—The manufacturing plant of the Snow Cycle Chain Co. has been purchased by William H. Crosby, of Buffalo, and Arthur D. Dana, of Springfield, Mass.

Taunton, Mass.—The Pierce Hardware Co. have just enlarged their sporting goods department, and as the law was off the first of April, have put in a complete line of fishing tackle, which includes all the latest novelties in this line.

Tonawanda, N. Y.—E. W. Broeker has moved to No. 22 Webster Street.

Wabash, Ind.—Carpenter Bros. succeed Carpenter, Alper & Co.

Yates Center, Kan.—Fred L. Stephenson has retired.

Recent Embarrassments.

Baltimore, Md.—Millard F. Carter, a dealer in bicycles and phonographs at No. 647 West Baltimore Street, has made application for the benefit of the bankruptcy laws to Judge Morris of the United States District Court. He lists his liabilities at $3834.21 and his assets at $731.53.

Recent Burglaries.

Hartford, Conn.—E. S. Pillard's bicycle store on Main Street has been robbed of goods to the value of $25.

St. Louis, Mo.—The Knight Cycle Co.'s store and shop, at No. 311 North Fourth Street, was entered by burglars recently, and three bicycles and thirteen pneumatic tires were stolen.

Recent Fires.

Muskegon, Mich.—C. J. Duiheim. Loss, $2000; insurance, $800.

Evansville, Ind.—Ashby's bicycle store Loss, $8000; fully insured.

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Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

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Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

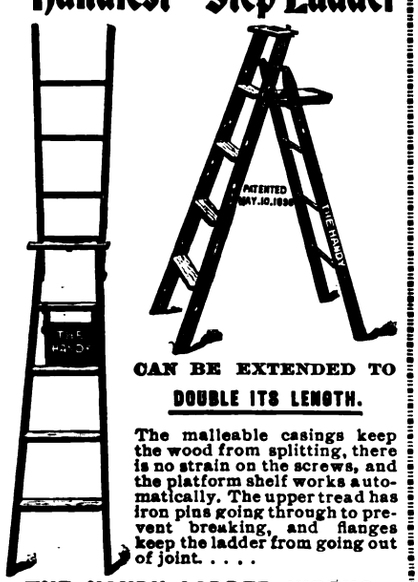
ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR 1900 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St PHILADELPHIA, PA.

The . . . "Handiest" Step Ladder



CAN BE EXTENDED TO DOUBLE ITS LENGTH.

The malleable casings keep the wood from splitting, there is no strain on the screws, and the platform shelf works automatically. The upper tread has iron pins going through to prevent breaking, and flanges keep the ladder from going out of joint. . . . .

THE HANDY LADDER WORKS,

CLEVELAND, OHIO.

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co. Cortland Door & Window Screen Co.
Oliver Chilled Plow Works. Light Cycle Co., Bicycles.
North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.
Romer Axe Co.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

HORSE AND MULE JEWELRY.



All Tags and Labels on genuine Covert Snaps, Web Goods, Rope Goods and Chain Goods bear the above Trade Mark.

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AMERICAN RAILWAY SUPPLY COMPANY.

MANUFACTURERS OF

BAGGAGE HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.

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ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

BEEN WITH YOU FROM THE BEGINNING.

Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.



izes ⅜ and ½ Inch

CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

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IRON & WIRE FENCING
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RIVETS & WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

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CLEVELAND, OHIO.

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Hudson, N.H., U.S.A.

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

CATALOGUE COMPILERS—Wanted, two first-class catalogue compilers. Work guaranteed until Jan. 1, 1901. Apply at once to FARWELL, OZMUN, KIRK & Co., St. Paul, Minn. 34

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in Illinois and Wisconsin. Address, stating experience, etc., C. C., care HARDWARE, No. 143 Chambers Street, New York. 19

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER.—A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, No, 143 Chambers Street, New York. 53

RETAIL MANAGER.—An up-to-date Hardwareman as manager of retail department. Must be a hustler and know his business. State wages, age and reference. Address CARLTON HARDWARE CO., Calumet, Mich. 17

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect. and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, No. 143 Chambers Street, New York. 52

TRAVELING SALESMAN for New York State, the East and Canada. To visit the Hardware and drug trade particularly. One having experience preferred. Address, W. N., care HARDWARE, No. 143 Chambers Street, New York. a

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, No. 143 Chambers Street. New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, No. 143 Chambers Street, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMMERCIAL TRAVELER, well posted, would like to represent an American house desirous of pushing specialties on the English markets. Has considerable experience in United States and England. Good references. Address, H. KIMPTON, No. 1412 Amsterdam Avenue, New York, N. Y. 41

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, No 143 Chambers Street, New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman wants position in any capacity. Address W., care HARDWARE, No 143 Chambers Street, New York. 13

EXPERIENCED HARDWAREMAN.—Situation wanted by a young man experienced in general retail Hardware and builders' supply business. Age 25. A1 references. Address W. C. B., care HARDWARE, No. 143 Chambers Street, New York. 64

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, No. 143 Chambers Street, New York. 66

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Situations Wanted.

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, No. 143 Chambers Street, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, No. 143 Chambers Street, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, No. 143 Chambers Street, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN —An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, No. 143 Chambers Street, New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO., Cleveland, Ohio. 10

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

TRAVELING SALESMAN —Wanted first-class traveling salesmen to sell as a side line the Cycloid all metal, full nickeled, air rifle. Sell at sight to Hardware and sporting goods trade. Address CYCLOID CYCLE CO., Grand Rapids, Mich. 65

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Hardware Store Wanted.

HARDWARE STORE.—Wanted, a Hardware store in a good location. Address J. C. K., General Delivery, Albany, N. Y. 63

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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GET OUR PRICES BEFORE ORDERING

TRUNK, BOX AND DOOR HINGES.

BRASS GOODS MANFG. CO.

102 Third St., BROOKLYN, N.Y.

MANUFACTURERS OF

METAL GOODS IN BRASS, BRONZE AND TIN.

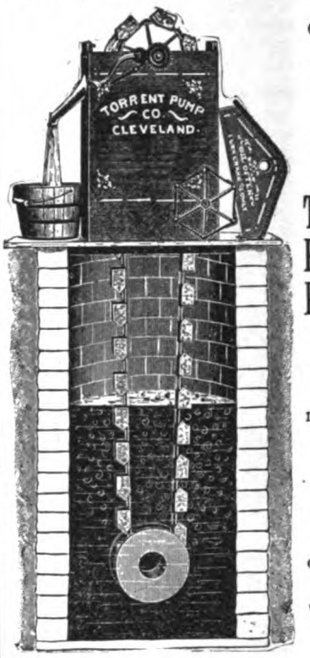
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.

SPECIAL GOODS MADE TO ORDER.

THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

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One thousand Hardware and Pump Dealers to handle the

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There is merit in it.

There is money in it.

TRY IT.

Write for new Catalogue of this and other useful Pumps.

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TORRENT PUMP CO.,

ESTABLISHED 1861.

Cleveland, O., U. S. A.



IMPROVED

YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

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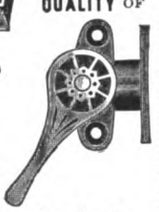
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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

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The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

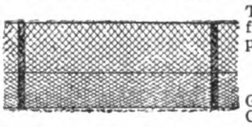
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129½ Erie Street, BUFFALO, N. Y.

THE BEST FENCE.



The best fence for farm and poultry purposes . . Also **Gates and Lawn Fencing.**

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Box A, 18 Atwater St E., DETROIT, MICH.

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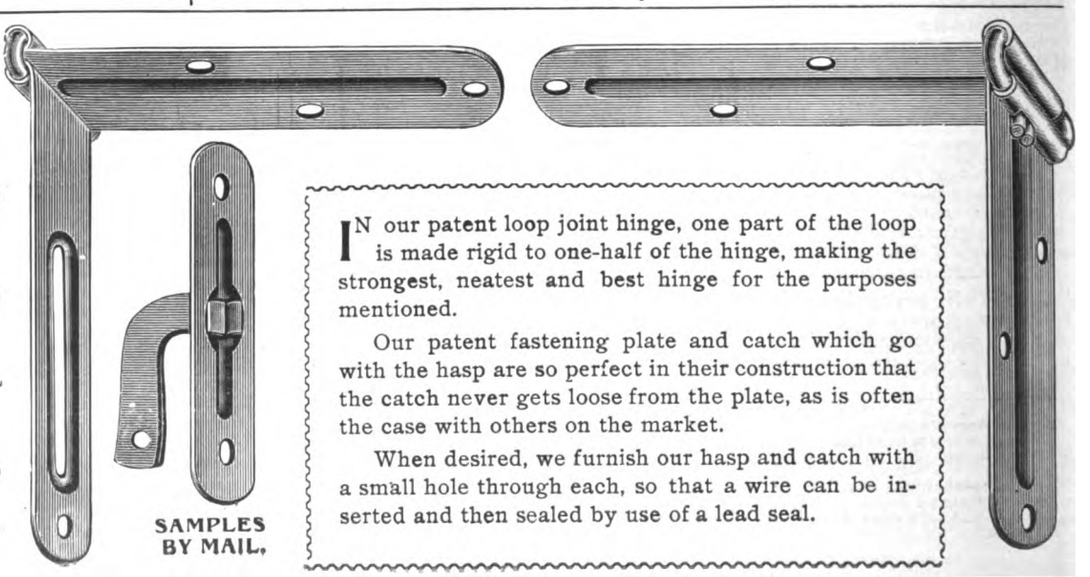
Designed Especially for

Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.

CARY MFG. CO.,

19-21 Roosevelt St.,

NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters, Railroad — 50%

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D.....85c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers.....5%
U. L. Caps (for Sturtevant Shells).....5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
Trap," Nitro Powder...40&10& 10&5%

GUN WADS—$ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50
— 20%

SHOT—

Tatham Bros., List Feb. 5. 1900.
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.50
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.75
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag...$1.75
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.75
Chilled Shot, 5-lb bags, $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 1.75
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 1.00
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 3.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," OO, C, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose, Camp's Success.....$ doz. $2.80
Gallen Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.: Hawkeye.....$ doz. $2.25
Western.....$ doz. $2.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....60%
Steel Drive.....40%
Kohler's: Invisible, No. 3.....$ gro. $6.60
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¾c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..15%

Augers and Bits—

Boring Machine. ..60&10@60&10&5%
Com. Auger Bits...60&10@60&10&5%
Cook's: Augers.....50@50&10%
Augers, Millwright's.....45%
Auger Bits.....50@50&10&5%
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.: Double Spur pattern car, No. 80.45%
Nobles Double Spur, No. 82.....60%
No. 10 Extension Lip.....33⅓%
No. 10 Extension Lip Car Bit 33⅓%
Machine Car Bits, No. 10...33⅓%
Machine Car Bits No. 30.....25%
Ring Augers.....60&10&10%
Jennings' Pattern.....60%
Job T. Pugh's, Black.....20%
Job T. Pugh's, Jennings Pat.....35%
Snell's Ship Auger Pattern Car Bits.....25&10%
Swan's: Jenning's Pattern Auger Bits..60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine ...25%
Russell Jennings' Augers and Bits. 25&10&33⅓%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable, No. 4, $24.00. 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....25&10%
Ives.....25&10%
Millers Falls, Goodell.....15&7½%
Swan's.....30%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, $ doz. $30....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....40&10@50%
Mayhew's Diamond $ doz. $1.35..40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds'.....60&10%
Mayhew's.....40&10%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.60& 10&5%
for metal. 60&10&5%
Cleveland Wood Bits for Brace 50&10%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood.....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard.....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's.....15@15&10%
Snell's.....30&10%
Watrous'.....33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg.....50%
Sewing, Com.....35c@$1.00
Should. Peg.....50%
Shouldered Brad.....50
Socket Scratch $ doz.....$1.1
Stanley Rule & Level' Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets: No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $15.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands. $6.50@7.00
First quality, other " $6.00@6.50 Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's: Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb: Broad, New List.....33⅓&3⅓%
Lathing.....33⅓&5%
Shingling.....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co.....40&5%
D. Simmons & Co.. Broad, Shingling and Claw, Lath, Hunters' etc — 50&5
M. U. Ogden's: Broad.....40%
Shingling, Claw, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting." 1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's: Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.....40%
Large Dial, Class D.....30%

Balances, Sash.

Pullman's.....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

Nauticual.....30%

Beef Shavers—

Enterprise: Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Eastlake.....60&10%
Pure Bell Metal.....50%
Globe (Cone's Patent).....35%
Silver Chime.....35%
White Metal.....65&5%

DOOR—

Trip, Gem.....40%
Alarm, Abbe's.....40%
Alarm, Yankee.....50%
Gong, Abbe's.....40%
Gong, Yankee.....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure.....45@50%

COW—

Com'n Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....60%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders.....25&10%

Belting, Rubber—

Boston Belting Co.: "Boston".....50%
"Imperial," seamless, stitched 40%

Cleveland Rubber Co.: Buckeye.....60&10%
Shield High Grade.....50&10%
War. 2 XL.....40

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....35&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ℔ doz.....25%
Millers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....11¼c
Standard, 500 ft to ℔.....11½c
Manila, 600 ft to ℔.....14½c
Pure Manila, 550 ft. to ℔.....15¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3.....33⅓%
Excelsior..℔ doz. $10.00....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Forhans Improved Star Tenon ℔ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ℔ gr. $15.00
Merriman's Iron Lever ℔ gr...$9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Washburn's Plate ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Eddy's.....60&10%
Harts' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7½%
Wrought Square.....60%
Wrought Shutter, Standard list.. 40&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &c.—

Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Dec. 28, '99, 57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96...73½%
Norway, Phila., list Feb. 26, '96.70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....50&10%
R. B. & W., Plow.....50%
Stove. List Dec. 28, '99.....60%

MISCELLANEOUS—

Sink.....63½%

Bone Mills—

Enterprise.....25@30%
Stearns.....40%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
O. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'	$2.75	$3.88
Jennings'	3.00	3.75
Millers Falls		$7.90 15%
Snell's, Rice's Pat.	2.60	2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list....66⅔@70%
Shelf, Fancy, Sargent's list.40&10@ 50&5%
Window Screen Corner.....60&10%
Reading, plain.....6%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60&60&10%

Bright Wire Goods—

Standard. New list.....30%

Bull Rings—

Humason, Beckley & Co.'s.....30%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....30%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works 33⅓@40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96. 25&10%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts..50@ 50&10%
Bronzed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 70@75%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....15%

Can Openers—

American.....℔ gross $1.75@$2.00
Goodell's Acme.....℔ gr. $6.00
No. 5, Iron Handle, ℔ gr....$2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ℔ doz. $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," $6.00 ℔ Doz.....30%
Bullard's.....33⅓%
Cast Iron Steel Points, ℔ doz.....30c
Socket.....℔ doz. $1.77@3.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.		℔ doz. $27.00
Crystal.		℔ doz. $36.00
Gold Medal.		℔ doz. $24.00
Grand.	Cyco Bearing.	℔ doz. $36.00
Grand Rapids.		℔ doz. $23.00.
Hall.		℔ doz. $60.00
Prize.		℔ doz. $24.00
Premier.		℔ doz. $24.00
Superior.		℔ doz. $24.00
Welcome.		℔ doz $24.00
Club.		℔ doz. $54.00
Crown Jewel, japan finish, ℔ doz		$19.00
Crown Jewel, nickel, ℔ doz.		$31.00
Furniture Protector, Japan.		℔ doz. $33.00
Furniture Protector, Nickel.		℔ doz. $34.00
"Standard A," Jap.		℔ doz. $30.00
"Standard A," Nick.		℔ doz. $32.00

Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby.	℔ doz. $2.60
Child's.	℔ doz. $2.50
Little Daisy.	℔ doz. $1.50
Little Jewel.	℔ doz. $6.00
Little Queen.	℔ doz. $3.50
Misses.	℔ doz. $9.00

Quantity rebates on application.

Perfect. Nick.	℔ doz. $20.00
Perfect. Jap.	℔ doz $18 00
Champion, Nick.	℔ doz. $17.00
Champion, Jap.	℔ doz. $15.00

"PRICE BEARING SWEEPERS"—

"Improved Victor," ℔ doz. net	$18.00
"Criterion," ℔ doz. net.	$16.00
"Popular," ℔ doz. net.	$13.00
"Sovereign," Nic. ℔ doz. net.	$19.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9.00
Eureka	$12.50
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap.	$18.00
Unrivalled, Broom-Action, Nic.	$20.00
Star, Broom-Action, Jap.	$19.00
Banner, Broom Action, Jap.	$20.00
Banner, Broom-Action, Nic.	$22.00
Reliable, Broom-Action, Jap.	$ 0.00
Reliable, Broom-Action, Nic.	$22.00
Rapid, Broom-Action, Jap.	$20.00
Rapid, Broom-Action, Nic.	$22.00
Select, Broom-Action, Jap.	$20.00
Select, Broom-Action, Nic.	$22.00
Easy, Cam-Action, Jap.	$20.00
Easy, Cam-Action, Nic.	$22 00
Common Sense, Cam-Action, Nic.	$24.00
Our Best, Cam-Action, Nic.	$24.00
Majestic, Cam-Action, Nic.	$24.00
Imperial, Broom-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic.	$33.00
Mammoth, Broom-Action, Nic.	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel...60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter...50&5%
American Halter Chain...50@50&5%
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$8.75	6.85	5.85	5.00	4.85	4.75	4.50	4.40

Less than cask lots add ¼@½c ℔ ℔

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chains...30%
Covert Mfg. Co. Halter Chain.....30%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain..5½@6c
German Coil, list July 24, '97...60@ 60&10%
German Halter Chain, list July 24, '97.....60@50&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—

American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Jute.....40%
Manilla.....40%
Sisal.....30%
Triumph.....40%

Chain Guards—

Aluminum S. & N. Co.....30%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10%
C. E. Jennings & Co. No 70.....35%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ℔ ℔.....15c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drll Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50. 25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....15%

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Adjustable, Stearns'.....30%
Malleable, Stearns.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's..50@50&10%
Carriage Makers' Stearns...50@50&10%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....₱ doz. $3.25
Star Shank.....₱ doz. $4.00
Star Socket.....₱ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago....Each $8.75 net
TOILET
Chicago Flexible Shaft Co.'s:
Mascot.....₱ doz. $7.50 net
Monitor.....₱ doz. $8.00 net
Stewart Pat.....₱ doz $9.00 net
Brown & Sharpes.....
Martin's.....

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....35@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddel's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's.....33⅓&5%

Coopers' Tools—
Bradley's.....30%
Barton's.....30@30&5%
Beatty's.....33⅓%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.40&10%
Samson.....₱ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₱ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....30%
Dixon's
Eclipse.....₱ gro. $3.75
Emerald.....₱ gro. 5.00
Oriole.....₱ gro. 5.00
Rainbow.....₱ gro. 2.81
Solid.....₱ gro. 7.50

Curry Combs—
Fiton's. List Nov. 20, '96.....25&10%
Kohler's.....40%
New York Stamping Co. List, Sept. 17, '97.....40%
Perfect.....40%
Rubber. ₱ doz. $7.50.....30&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₱ doz. $5.50. 45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in, ₱ gro.....$15.00
Torrey's Rod, 43 in., ₱ gro....$42 00
Victor, Coil.....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....30&10%
L. & I. J. White.....20&5@35%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....20@30%
Breast, Millers Falls, each $3.00 15&10%
Clamp.....20%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....30%
Ratchet, Merrill's.....20@30&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₱ doz. 75 cts. gro. $7.50
Extra Family Size....₱ doz. $2.00
Keystone.....33⅓%
Spiral.....₱ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₱ gro. $5.50
Dover, No. 10.....₱ gro. $7.00
Dover, Steel Handle No. 10, ₱ gro.....$7.00
Dover, Extra Heavy, No. 15, ₱ gro.....$12.00
Rival.....₱ gro... $9.00

Emery—
Genuine Turkish Walpole Mills,
No. 6 to 46, ₱ ℔.....10c } 20%
No. 54 to 150, ₱ ℔.....10c }
Flour, ₱ ℔..... 8c }

Enameline—
No. 4, ₱ gro.....$4.50
No. 6, ₱ gro.....$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₱ doz. $3.00
Popes.....₱ doz. $3.00
Wilkinson's.....₱ doz. $3.00 net
Wostenholm's, ₱ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand." Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₱ doz. $36.00.....40%
Lane's ₱ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Files—
DOMESTIC—
New List, November 1, '899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks..40&5%
Four Tine Hay Forks, Standard Size.....66⅔%
Four Tine Hay Header and Baler Forks.....60&30%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks.70%
Grain or Barley Forks...70&10&2½%
Heavy Mill, Manure or Street Forks.....75%
Oyster Forks.....40&5%
Potato Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4 &5%
Sluice Forks.....40&5%
Socket Four Tine Hay Forks 66⅔&5%
Socket Four Tine Manure Forks.70%
Socket Four Tine Spading Forks, 70&5&5&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Tine Hay Forks, Standard Size.....66⅔%
Three Tine Hay Header and Baler Forks.....67½&2½%
Two Tine Hay Forks, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....35@30%

Fry Pans—
Acme Fry Pans.....70@70&5%
Burnished, regular goods.75@75&10%
Standard List.....70&10@75%

No.....	0	1	2	3	4
₱ doz..	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₱ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₱ 1000 ft..
$4.50.....25%
Common Cotton Fuse, ₱ 1000 ft. $4.75.....25%
Single Taped Fuse ₱ 1000 ft. $8.00 25%
Double Taped Fuse...₱ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, &c.....55&10@55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....30&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit ₱ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets ₱ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....₱ doz. $9.00
Edgar's Nutmeg..₱ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₱ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....60&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₱ doz. $6.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters....45%
Covert Mfg. Co. Jute Rope Halters.45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&5%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10%
Warner & Nobles New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 ℔.....₱ ℔ 40c } 70%
3 to 5 ℔.....₱ ℔ 35c }
Over 5 ℔.....₱ ℔ 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths....5½@10c₱ ℔

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....50&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's....50&10%
Door or Thumb
Chest Handles, Stearns, No 1.10.07½
Nos..... 0 1 2 3 4
Per doz.....$ .80 1.00 1.08 1.35 1.80 50&10%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....85@85&10%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50@50&10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....⅌ gr. $2.25@2.50
Auger, large....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3⅜....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....⅌ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut....50%
File, assorted....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
American Trackless....33⅓&2½
Barn Door, old pattern....60&10%
Barn Door, New England....66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60%
Covered....50&10@50&10&10%
Special....50&10@60%
No. 50....50&10@60&5%
(New Model) Tinned....30&10@40%
Parlor, Standard....40&40&5%
Manhattan....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ⅌ dozen pairs....60&10%
Richards' Single Track, Steel. 40&10%
Richards' Anti-Friction....50%
Stearns':
Single Track, No. 5....30&20%
Gem....60%
Royal....60%
Challenge....60%
Warner, 1 and 2....40%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....20&10&10%
Wilcox....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz....40&10%
Wrought....80&10@85%
Wrought, Stanley....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Wadsworth's....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔@10@70@10%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate....} 70%
Rolled Raised....}
Plate Hinges "Providence" 6 to 12 in. ⅌ lb., 5c. 14 to 36 in. ⅌ lb., 4c.
Screw Hook and Strap. 6 to 12 in., ⅌ lb.. 3½@3¾c; 14 to 20 in., ⅌ lb.. 3¼@3½c; 22 to 36 in., ⅌ lb.. 3@3¼c

STRAP AND T HINGES—
Light Strap Hinges....66⅔@66⅔&10%
Heavy Strap Hinges....70@70&10
Light T Hinges....50&10@60
Heavy T Hinges....60&10@60&10&10
Extra Heavy T Hinges....66⅔@70%
Long Chest Hinges....45@50%
Hinge Hasps....45@50%
Crate Hasps....45@50%
Crate Hinges....66⅔@70%

SPRING HINGES—
Bommer's....33⅓%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....30%
Keil's American....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro....$7.50
New Idea, No. 2, ⅌ gro....$18.00
Rex....⅌ gr. $12.00
Royal Japanned....66⅔%
Rubber....66⅔%
Steel's List 1894:
Bronze Metal....70&10&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise....70&10%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....60&10%
Vigilant....60%
Stearns....75%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acorn, ⅌ gro....$12.50
Acme....30%
Acme, Brass....20%
American....20%
Clover Leaf, ⅌ gro....$12 50
Columbia, No. 14....⅌ gro. $9.00
Columbia, No. 18....⅌ gro. $35.00
Crown....30%
Gem....25%
Knoxall....⅌ gro. $9.00
Oxford....25%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3....50&10@60&10%
N. E....⅌ doz $7.80....60%
N. E. Reversible....⅌ doz $5.60 60%
N. Y. State..⅌ doz $4.90....60%
Shepard's Nos. 1, 2, 3....60&10%
Western, ⅌ doz $4.80....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....55@60%
Parker....70&10%
Sargent's Nos. 1, 3, 5, 11, 13...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25.70%
Empire, Nos. 101 and 108....70%
Niagara Gravity Locking, Nos. 1, 3 and 5....70&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 030, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.30...33⅓&40%
Stanley's Rolled....30&10%
Stanley's Rolled Center....30%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes....65%
Cotton Hoes....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½&
Garden Hoes....75&2%
Harper's No. 7 Mortar Hoes....65%
Jersey Hoes....60%
Ladies' Cotton Hoes....75&10&7½&2
Laid Steel Edge Hoes....2⅝&5&2%
Meadow and Rh de Island Hoes, 75&5&2½&
Mortar and Street Hoes..75&7½&2%
Planter Hoes, Regular Pattern, 70&30%
Rough Finish Shank Cotton Hoes, 75&12½%
Special Hoes....75&10&2%
Special Mortar Hoes....40&10&2½%
Sunhem Meadow Hoes...75&5&2½%
Tobacco Hoes....75&20%
Toy Ladies' and Boys' Hoes...70& 10&10%
Truck Hoes....5&10&2%
Warren Southern....60%
Weeding Hoes and Rakes....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....45@50%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans.. 45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds....75%
Manure....50%
Iowa F. T. Co.'s Clam....70%

BUSH—
Jennings & Griffin's....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....⅌ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works....30%
Hammock Hooks, E. C. Stearns, ⅌ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%
Humason & Beckley....60&10%

WIRE—
Atlas Coat and Hat....50@50&10%
Belt....80%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&30%
Grass, No. 2, $1.55; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron 70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10
A. C.	25c	23c	22c	21c	21c.

American, all sizes, 10½c....40&10%

Nos.	6	7	8	9	10
Ausable	23c	23c	25c	24c	23c....50%
Anchor	23c	21c	20c	19c	18c....40%
C. B. K.	25c	23c	22c	21c.	21c 40%
Capewell	19c	18c	17c	16c	16c...10&5%
Champlain	25c	25c	25c	24c	23c 40&5&2%
Clinton Fin.	19c	17c	16c	15c	14c. 30&5%
Essex	25c	25c	25c	24c	23c. 40&10@50%
Lyra, all sizes....5½c., net					
Maud S.	25c	23c	22c	21c.	21c 50&10&5%
Neponset....40%					
Northw't'n.	25c	23c	22c	21c	20c. 25@25&5%
Putnam	23c	21c	20c	19c	18c. 33⅓%
Snowden.	9½c	9½c	9½c	9½c	9½c., net
Vulcan	23c	21c	20c	19c	18c 25%

Horse Shoes—

HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's....$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$5.35
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$7.25@$7.50
Perkins Improved Snow....⅌ lb 4c
W. & B. Rubber Pad....⅌ set, $3.50

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....50%
Competition....70%
Extra....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00
Ice Crusher, No 3, ⅌ doz. $3.00
Ice Crusher, No. 2, ⅌ doz. $6.00
Ice Crusher, No. 1, ⅌ doz. $20.00
Ice Tools....⅌ doz. $4.00
Sargent's Ice Awls....55%
Snell's....30%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00.... 20@30%
No. 34....⅌ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@20
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ⅌ doz. $1.50....30%
Butcher Knives....35%
Shoe Knives....35%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr....$1.25@$1.50
Carriage, Jap....⅌ gro. 80c, 60&10%
Door Knobs, Hemacite....40%
Door Mineral, R. & E. list ...45&10%
Door Por. Jap'd " " ....45@10%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—

Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—

Champion .....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel..... 75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:

12 in.	14 in.	16 in.	
$6.00	$6.25	$6.50	each net

Pennsylvania.....60&10%
Racine:

14 in.	16 in.	18 in.	20 in.	
$15.00	$17.00	$19.00	$21.00	each.60%

Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler..... .....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:

	No. 1,	No. 2,	No. 3,	
₩ doz.	$12.00	$15.00	$24.00	.30%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths.....₩ lb 7c
" " cut lengths ...₩ lb 7½c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 8c
" " cut rolls.....₩ lb 9c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $8.55 3, $1.65; Queen $2.50 net
Hotchkiss, Straight Flush ₩ doz. $9.80
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.35@$3.50
Porc. Lined, Wood....₩ doz. $6.00
$0&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $4.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design....35&10%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax..... .....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Col. ₩ doz.$7.50, 20%
Wire Clothes, 100 feet, No. 18, $3.25; No. 19, $3.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plato.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co..... .....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....35%
" Chain.....35%
Champion.....40%
Eagle 40
Scandinavian.....30&35
McWilliams.....25
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—

American.....30%

Nos.	1	2	3	4	8	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's ..... ₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	33
Each	$2	$3	$3.50	$5	$4	$6

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$43	$44	$72	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....35@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....50@50&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Meters—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....30@30&5%

FIXTURES—

Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Cyclops.....25%
Eclipse.....₩ doz. $18.00..25&10&10%
Giant, No. 1, ₩ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning..... ....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....37½%
Cannon's Diam'd Point₩ gr.$12.....25%
Humason's.....50&10%
Hunters' Cup Point Knurled.... ₩ gro. $10.00
Hunters' Cup Point, Plain.... ₩ gro. $9.00
Octagon.....₩ gro. $4.50@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $36.00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $4.20
Hex, off list.....$4.20
Hot Pressed, Square, off list..$4.40
Hex, off list.....$4.60

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem ..... ₩ doz. .50
Leader..... ₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin .....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb..... .80
No. 1..... .40
No. 2..... .25
Pike's Washita Round Edge Slips: 3 to 5x1⅝ to 2⅝ to ⅝ at back, ½ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb..... .70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
3x1, ₩ doz.....$13.00
7x2, " 11.00
5x2, " 10.00
5x2, " 9.00
4x1¼ " 7.00
3½x1 " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1½, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston" 60%
"Excelsior" Plumbago, Pure, per lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%

MISCELLANEOUS—

American Packing.....8c@10c ₩ lb
Cotton Packing.....12c@14c ₩ lb
Italian Packing.....10c@12c ₩ lb
Jute.....5c@8½c ₩ lb
Russian Packing.....10c@12c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin .....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 12.00
Improved Bay State.₩ ds..$27@30.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection .....₩ doz 4.00
Reading, 72 .....₩ doz 4.00
Reading, 73 .....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.67@3.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lumber.....₩ gro. 2.25
Mascot, Hexagon .....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%

IRON PLANES—

Chaplin's Iron Planes.....60&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous .....35&10%
Steer's Iron Planes.....50&10%

PLANE IRONS—

Auburn "Thistle".....
Ohio .....
Sandusky.....
} 60&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....35&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern... .....70%
Fencing Pliers, ₩ dos. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in $18.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....33⅓%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.... .....30%
Iron Levels.... .....35&10%
Disston's.....70%
Machinist's.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $8.50
1½ qt. ₩ doz. $ .85; ₩ gr. $9.00 } 10@12½
2 qt., ₩ doz.$1.15; ₩ gr. $13.00
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No. 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20....₩ doz. $12.00
Universal, No. 49.....₩ doz. $12.00
New Champion, No.27 ₩ doz. $ 6.00
Iron Handle, No. 26...₩ doz. $ 7.00
Ryan's.....₩ doz., $30.00, 25%

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70%
Vaughan's, 10 to 12 inches.....60%

Potato Hooks, etc.

Hoe Down Hooks.....75&10&5%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

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Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $3.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@50%
Brass Screw.....40&10%
Ceiling.....50@10&5%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, per doz., $6.00.....60&10%
Hay Fork, 5-in. Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....50&10@60%
Pitcher Spout, Best grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3¼ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 528, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3¼ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3¼ in Deep Well Pump.....$15.00
No. 72, Fig. 338, 3 in. Deep Well Pump.....$15.00
No. 72, Fig. 338, 3¼ in. Deep Well Pump.....$16.00
No. 103, Fig. 448, 3 in. Lift Pump.....$10.00
No. 108, Fig. 448, 3¼ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....$8.50
No. 226, Fig. 389, Windmill Pump.....$12.50
No. 230, Fig. 403, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 403, Regulator Pump.....$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....$13.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 518, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 290, Fig. 498, Bucket Spray Pump.....$6.50
No. 290, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 20&2%

Rail—

	Per 100 feet	⅝	¾
Barn Door, Light, In.	$1.40	1.95	2.30

Barn Door, "None Better" No. 1, ₱ foot.....3½c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, per foot, 6c.....70%
Double Flange, per foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in.....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Brouzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Steel, Brass Plated, per foot.....5½c
Sliding Door, Wr't Brass, 1⅛ in. ₱ lb, 35c.....10@30%
Victor Track Rail, 7c ₱ foot, 60&10&2½%

Rakes, Etc.—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz. $3 2b@$3 15
Lawn Queen, Impr'd, net ₱ doz
20-Tooth.....$3.00@$3.00
24-Tooth.....$3.60@$3.75
Jumbo.....net ₱ doz. $7.00 @$9.00
Paragon....net ₱ doz. $3 25@$3.50
Steel Garden Rakes.....70&5&5%
Steel Garden Rakes Stamped Blank.....70%
Steel Road Rakes.....60%
Steel Tar or Asphalt Rakes.....5c
Turf Edger.....60&5%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....50%
White Japanned.....25%
Bronze finishes.....30%
Electro-plated.....40&10%
Nickel plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal.30%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand, in papers.....52½%
Coopers, in bulk.....52½%
Block, and Carriage in papers.52½%
Hame.....52½%
Belt with burrs, tinned or coppered.....52½%

Rivet Sets—
Regular list.....70%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....60%

Rope—
Cotton Rope, Best,
¼ in. and larger.....₱ lb 13 @14c
Medium, ¼ in. and larger.....₱ lb 10 @12c
Common, ¼ in. and larger.....₱ lb 8½@10c
Jute Rope:
A grade.....₱ lb 7½c
C grade.....₱ lb 7 c
Manila:
7-16 in. and larger..₱ lb 15½c
⅜ in.....₱ lb 16 c
¼ and 5-16 in.....₱ lb 16½c
Hay Rope, Med.....₱ lb 16½c
Sisal:
7-16 in. and larger....₱ lb 10½c
⅜ in.....₱ lb 11 c
¼ and 5-16 in.....₱ lb 11½c
Med. L'th Y'rn.....₱ lb 10 c
Hay Rope.....₱ lb 10½c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ lb 3½@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $23.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—
Competition.....50&10%
Diamond.....4½%
Monarch.....50&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—
Cable Laid Italian Sash...₱ lb 16@18c
Cable Laid Russia....₱ lb 13½c@14c
Common India.....₱ lb 8½c@9c
Common Russia Sash, ₱ lb 12½c@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₱ lb 30c
"Samson" Braided Drab, Cotton.....₱ lb 35c
"Samson" Braided Italian Hemp.....₱ lb 23c
"Samson" Braided Linen, ₱ lb 56c
Silver Lake:
A Quality, Drab.....₱ lb 40c. 15@15&7½%
A Quality, White.....₱ lb 35c. 15@15&7½%
B Quality, Drab, ₱ lb 30c..... 15@15&7½%
B Quality, White ₱ lb 30c..... 15@15&7½%
United States:
B Quality.....₱ lb, 18c
C Quality.....₱ lb, 16½c
White Cotton, Hard Braided. ₱ lb.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....60%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co...50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.55&5%
Cast Iron.....55%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—
Small lots.....₱ ton, $32.00@$33.00
Ton lots at factory.....$30.00@$31.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....30%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....35&10%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 3 in. to 14 in. wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, 108, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....35%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....35%
Keystone, Flexible Back and Machine Blades.....33⅓%
Hack Saw Frames.....½%
Griffin's:
Complete.....40&15%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D3 Clamp and Guide $3.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—
Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz.....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....30%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $33.00; No. 5, $31.00.....40&30%
Richardson's.....35%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....35%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....50@50&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.05

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....35&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $6.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $12.50%
Howard-Allard, low list.....60%

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C. E. Jennings & Co.....40&10%
Jennings & Griffin.....d&b&L&
Jones Reversible Spiral No. 2, ₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....66⅔%
Screw-Driver Bits....₱ doz., ...75c
N. E. Specialty Co.'s.....50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.60&10%
No. 66.....70&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Baisley's Pat..... .....33⅓%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

List Jan. 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point...80%
Iron, Bright Flat Head.....50%
Iron, Br't R'd & Oval Head.....75%
Nickel Plated, Iron Flat Head....70%
Nickel Plated, Iron R'd Head....70%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron R'd Head....70%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895..65@65&5%
Hand Rail.....60&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....65%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....₱ doz $2.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....60&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....35%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....35%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....net
Grass.....net
Scythe Snaths.....4 @40&10%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.....net
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Elm City.....net
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's Standard List,
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....60%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
M.W. Co., list July, 1898.60&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1898.....60&5%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, D or L Handle:

	A Grade.	B Grade.
Solid Steel Pat'n..	$10.50	$9.60
Hollow Back " ..	10.20	9.30
Back Strap " ..	9.90	9.00
	C Grade.	D Grade.
Solid Steel Pat'n..	$8.70	$8.10
Hollow Back " ..	8.40	7.80
Back Strap " ..	8.10	7.50

Black, 30 cents per dozen less than polished.
Advance 30 cents per size for larger sizes.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₱ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—

Diston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.5 a
Kraut Cutters, 36x12, 40x.2.....40%
Enterprise.....2@30%
Enterprise Mfg. Co.....35%
Tucker & Dorsey:
1 Knife.....₱ gro. $16.50@$20.00
2 Knives.....₱ gro. $22.50@$30 00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10%
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps
High Grade Snaps.....
Jockey Snaps.....40%
Derby Snaps.....35%

Soldering Irons—

Covert Mfg. Co.....20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₱ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₱ doz. 25&10%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue "O".....net List.
Nickel Silver, Catalogue "O" net List

SILVER PLATED FLATWARE—

L Boardman & Son.....Catalogue "O"—net List
"1847".....40&10%
"Anchor".....60&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

"1847".....₱ doz., net, $4.50
"Anchor".....₱ doz., net, $4.25
"Eagle".....₱ doz., net, $3.25
"Star".....₱ doz., net, $4.25
Rogers, Smith & Co., ₱ doz., net.....$3 25
Rogers & Hamilton. ₱ doz., net, $3.25
Holmes & Edwards ₱ doz., net. $3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.40&10%
Nickel-Plated. New List Jan. 5, 1900, 65&10%
Steel and Iron.....65&10%

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₱ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Steps—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks.....85&10%
Carpet Tacks:
American, Blued.....90%
American, Tinned.....90%
Swedes Iron Tacks:
S. S.....90&5%
Bill Posters' and Railroad Tacks:
S. S.....90&20%
Common and Patent Brads...70&5%
Finishing Nails.....70&5%
Gimp Tacks:
S. S.....90&20%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....70%
Trimmers' Tacks:
S. S.....90%
Trunk and Clout Nails:
Steel, Black.....75&5%
Steel, Tinned.....75&5%
Upholsterers' Tacks:
S. S.....90&20%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per doz. net,....$1
" " 2, " ...1.50
Little Jack.....₱ doz. $1.00

Tapes, Measuring—

American Ass'n Skin....40&10@50%
Leather Case.....35@35&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..2@30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....30@30&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $5.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&5%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....50%

Tinware—

Stamped, Japanned and Pieced, Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....35&20%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.00

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....20&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₱ doz.....$1.75
D. H. Fork, Steel Regular, each .35
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₱ ft.....10
Faultless Steel Frame K. P Pulley, Fig. 435, ₱ doz.....$3.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₱ doz.$1.90
Floor Hooks, ¾ in. ₱ doz. ... .70
Floor Pulley, Wood Sheave, Fig. 436, ₱ doz.....$3.25
Hanging Hooks for Double Steel Track, ₱ doz..... .35
Hanging Hooks for Single Steel Track, ₱ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₱ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₱ doz..... .65
Malleable Frame K. P. Pulleys. Fig. 676 ₱ doz.....$2.40
Malleable Rafter Brackets, ₱ doz..... .40
Nellis Fork, each.....$1.60
New Myers Iron Rod Car.....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₱ doz.....$3.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₱ doz.....$1.75
Single rail Car, Single Steel T.$3.5
Single Rail Steel Track with clamps, ₱ ft.....

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Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@ 0&10%
Crescent .....70@7 &10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole.....15%
H. & N..... .....55%
Newhouse.....40%
Victor.....70&5%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,..... .....50%
Improved Rat..... .....50%
New Rat.....50%
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $2.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c
Marty French Rat and Mouse Traps (Genuine):
No. 1. Rat, ₩ doz. $12.00; case of 24..... .....$10.80
No. 3, Rat, ₩ doz. $5.50; case of 50.....$5.00
No. 3½, Rat, ₩ doz. $4.60; case of 72..... .....$4.00
No. 4, Mouse, ₩ doz. $3.50; case of 72.....$3.75
No. 5, Mouse, ₩ doz. $2.75; case of 150 .....$2.25
Schuyler Rat Killer, No. 1 ₩ gro., $15.00; No. 2 ₩ gro., $12.00
Mouse, No. 3.....$9.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.50.....₩ gr. $15.00
Globe.....₩ doz., $1.50; ₩ gr. $15.00
Harper....₩ doz., $1.75; ₩ gr. $18.00

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....35%
"Standard Brand" and Garden.40%
C. E. Jennings & Co.:
Brick..... .....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick..... .....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....35%

Vises—

Solid Box..... .....40%
V. W. & W.....40%
Fisher-Norris.....15%
PARALLEL—
Armstrong's:
Combination.....50%
Plain and Hinge.....30%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion..... .....40%
Fisher & Norris Double Screw....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10%
Ball Clamp.....45%
Gravity.....net
Hand.....15%
Moore's.....30%
Parker's:
Regular.....30@35%
Combination Pipe .....55@60%
Oval Slide.. .....55@60%
Victor..... .....30@35%
Vulcan.. .....40@45%
Phenix. ....30@30&10%
Prentiss..... .....20@25%
Sargents.....70%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe.....40%
SAW FILERS—
Bonney's Nos. 2 & $15,00..40&10@50%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3.. 50@50&10%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓@40%
Wentworth's..... .....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&2%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's..... .....35&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....25%
Bright Wire Goods, New list... 30@30&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70&5%
Coop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....67½@67½&5%
Tin'd, Tinned list Nos. 0 to 15... 70@70&2½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos. 27 to 36. 75@75&10%
Picture Wire....New list 70@70&10%
Steel Music Wire, Nos. 12 to 20, Imported, ₩ ℔.....60@70c
Stub's Steel Wire.....$6.50 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$2.00@2.50
Alligator.....70%
Baxter's.....35%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black..40&5%
Patent Combination Bright....40%
Bicycle:
Club..... .....40%
Superior.....4%
Featherweight.....4 %
Protection.....40%
Boardman's..... 30@33⅓%
Coes':
Genuine.....35&10&5&5&3%
"Mechanics'".....35&10&10 &5&5&3
Coes' Pattern, Wrought Bar..60& 10@30&10%
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem.....33⅓
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.... .....40%
Trimo Pipe.....50&10%
Acme..... .....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....35%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 1, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....60c
Linseed, City, Boiled, in barrels ₩ gallon.....63c
Out of Town on Spot..₩ gal.....60c
Calcutta, Raw, in bbls....₩ gal. 71c
Lard, Prime City.....₩ gal. 52@54c
Extra, No. 1.....45@47c
No. 1.....41@45c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ ℔.....5½@5¾c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ ℔ net.....7c
In lots of 500 pounds and over, ₩ ℔..... 6½c
White Lead, Foreign, in Oil, ₩ ℔ 8@8½c
Litharge, Kegs, ₩ ℔.....6½@7c
Zinc, American, Dry, ₩ ℔..4½@5½c

Putty—

In bulk.....$1.85
In bladders..... 2.25
In cans, 50 ℔ 2.00
In cans, 25 ℔ 2.25
In cans, 12½ ℔ 2.50
In cans, 5 ℔ 3.50
In cans, 3 ℔ 4.00
In cans, 2 ℔ 4.50
In cans, 1 ℔ 5.00

Spirits Turpentine—

In regular bbls..... @55 c
In machine bbls.....55½@—c

Dry Colors—

Blue, Chinese.....₩ ℔ 30 @35
Blue, Prussian.....₩ ℔ 20 @25
Blue, Ultramarine..₩ ℔ 6 @20
Sienna, Italian, burnt & powdered ₩ ℔ 4½@10 c
Sienna, Italian, raw & powdered...₩ ℔ 3 @7 c
Umber, Turkey, burnt.....₩ ℔ 2½@3½c
Umber, Turkey, raw.....₩ ℔ 2½@3½c
Green, Chrome, Ordinary.....₩ ℔ 4 @11 c
Green, Paris, in bulk, ₩ ℔ 15@1
Indian Red, American.....₩ ℔ 2½@ 3 c
Indian Red, English.....₩ ℔ 4½@8½

Colors in Oil—

Black Lampblack, Best..... ₩ ℔ 13 @15
Black Lampblack, common .....₩ ℔ 7 @10 c
Blue, Chinese.....₩ ℔ 35 @40 c
Blue, Prussian .....₩ ℔ 25 @25 c
Blue, Ultramarine..₩ ℔ 16 @20 c
Sienna, bur't.....₩ ℔ 14 @18 c
Sienna, raw.....₩ ℔ 14 @15 c
Umber, burnt.....₩ ℔ 12 @16 c
Umber raw.....₩ ℔ 12 @16 c
Brown, Vandyke....₩ 12 @15 c

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How to file Catalogues, quotations and every class of data, with no more trouble to file than to throw in the waste basket, and as easy to get when wanted as though in your vest pocket.

FOLDING PAPER BOX CO., South Bend, Ind.

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find $2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

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HARDWARE BUYERS' DIRECTORY.

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John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Press.
Chandler & Farquhar, Boston.

Arms and Ammunition.
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Laflin & Rand Powder Co., New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia, Pa.
Union Metallic Cartridge Co., Bridgeport Conn.

Art Hardware.
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

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The Audit Co., New York N. Y.

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Job T. Pugh, Philadelphia.
Russell Jennings Mfg. Co., Deep River, Conn.
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Sickels & Nutting Co., New York.

Babbitt Metal.
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Magnolia Metal Co., New York.

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Fuller Bros. & Co., New York.

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Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifter.
Chandler & Farquhar, Boston.

Belting.
See Rubber Belting.

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Chandler & Farquhar, Boston.

Bench Shear.
Chandler & Farquhar, Boston.

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Charles Morrill, New York.

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Remington Arms Co., New York.
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Standard Welding Co., Cleveland, Ohio.
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Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Step Ladders.
Bicycle Step Ladder Co. Chicago.

Bits.
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C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts.
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
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P. J. Conroy, Philadelphia.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.

Brackets.
Atlas Mfg. Co., New Haven, Conn.

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Magnolia Metal Co., New York.

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J. Marsching & Co., New York.

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Reading Hardware Co., Reading, Pa.
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Smith & Hemenway Co., New York.

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Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.

Calipers.
Alfred Field & Co., New York.

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Charles Morrill, New York.

Carpenter's Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

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Silver Mfg. Co., Salem, Ohio.

Carriers.
F. E. Myers & Bro., Ashland, Ohio.

Casters.
Allerton-Clarke Co., New York.

Castings.
C. H. Leete, Potsdam, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.

Chain Blocks.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co., Philadelphia.
Goodell Co. Antrim, N. H.

Chisels.
Underhill, Clinch & Co., New York

Chucks
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland Ohio.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co. Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York

Closet Pulls.
Smith & Egge Mfg. Co. Bridgeport, Conn.

Coal Screens.
Estey Wire Works Co., New York.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark N. J.

Colors.
Harrison Bros. & Co., Inc., New York. Philadelphia, Chicago.

Copper.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Bos

Cork Pullers.
Enterprise Mfg. Co., Philadelphia.

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Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark N. J.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicag

Countersinks.
Underhill, Clinch & Co., New York.

Crayon.
Jos. Dixon Crucible Co., Jersey City, N. J.

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Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Herbert Story, New York.
Tuck Mfg. Co., Brockton, Mass.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg., Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

John Chatillon & Sons, New York.
Henry Pearl & Sons, New York.
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Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamfor Conn. and New York.

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See Twist Drills.

Drilling Attachment.

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Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

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Kimball Bros., Council Bluffs, Ia.

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Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouse Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co. Philadelphia.

Expert Agents.

John H. Graham & Co. New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelph'a.
Alfred Field & Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Estey Wire Works Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Mfg. Co. Cleveland, O.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.

Schneider & Trencamp Co., Cleveland Ohio.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Glass Cutters.

Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T. B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Van Wagoner & Williams Hdwe. Co., Cleveland and New York.

Hangers, Joist and Wall.

Van Dorn Iron Works Co., Cleveland O.
Van Wagoner & Williams Hardware Co., Cleveland, O.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Smith & Hemenway Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co. Buffalo N. Y.
Kimball Bros., Council Bluffs Ia.

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Hones, Razor.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

Iron.

Bruce & Cook, New York.

Iron Fences.

Stewart Iron Works, Cincinnati, O

Iron Work.

Stewart Iron Works, Cincinnati, O
Van Dorn Iron Works Co., Cleveland O.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Handy Ladder Works, Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York. Boston and Chicago.

Lawn Fences.

Detroit Fence Co., Detroit, Mich
Stewart Iron Works, Cincinnati, O
Van Dorn Iron Works Co., Cleveland O.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co., Philadelphia.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Chandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Maple Supplies.

Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Masons' Chisels.

Billings Union Trowel Works, Newark, N. J
Herbert Story New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mitering Tools.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio
Union Nut & Bolt Co., New York.

Office Railings

Estey Wire Works Co., New York.

Plumbers' Tools.

Herbert Story, New York.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn

Oil Stones.

Pike Mfg Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Estey Wire Works Co., New York.
Stewart Iron Works, Cincinnati, O

Packing.

Gould Packing Co., East Cambridge, Mass.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio

Poultry Netting.

Clinton Wire Cloth Co., Clinton Mass.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
The Deming Co., Salem, Ohio.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.
Herbert Story, New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N.J.

Registers.

Berger Bros. Co., Philadelphia.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.

Riveters.

Standard Specialty Co., Salem, O.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Safes.

Sears, Roebuck & Co., Chicago, Ill.

Sand Screens.

Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Peloubet Scale & Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Scoops.

Underhill, Clinch & Co., New York.

Screens, Wire.

Estey Wire Works Co., New York.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N.H.

Sewing Machines.

National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Underhill, Clinch & Co., N. Y.

Silk Weavers' Tools.

Herbert Story, New York.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y

Skates.

John H. Graham & Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Skewers.

John Chatillon & Sons, New York

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Underhill, Clinch & Co., New York

Spark Guards.

Estey Wire Works Co., New York.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sporting Goods.

T. B Harkins Foundry Co., Bristol, Pa.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Springs.

Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.

Spring Cotters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.

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Steel.

Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.
Handy Ladder Works, Cleveland, Ohio.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg Co., Pike Station, N.H.

Store Trucks.

See Trucks, Store.

Stove Lining.

William M. Newton, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Strainers.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Studs.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Tackle Blocks.

Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.

Salem Nail Co., New York.

Tape Measures.

Alfred Field & Co., New York.
Kenffel & Esser Co., New York.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Herbert Story, New York.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York,

Transom Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps.

Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Billings Union Trowel Works, Newark, N. J.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W.N. Co., Newark, NJ.

Tubing.

Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Wilmot & Hobbe Mfg. Co, Bridgeport, Conn.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Cleveland Twist Drill Co., Cleveland, O.
Standard Tool Co., Cleveland, O.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Vases, Flower.

Estey Wire Works Co., New York.

Ventilators.

Berger Bros. Co., Philadelphia.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.

Welding.

Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.

White Lead.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Estey Wire Works Co., New York.
John H. Graham & Co., New York.

Wire, Manufacturers.

Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

Wire Cloth.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Gates, Fences and Fencing.

Detroit Fence Co., Detroit, Mich.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co. ..... *
American Cutlery Co 52
American Railway Supply Co... 49
American Shearer Mfg. Co..... 50
Ames Sword Co..... 11
Arcade File Works..... *
Arcade Mfg. Co..... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co..... *
Atlas Bolt & Screw Co..... 68
Atlas Mfg. Co..... 1
Audit Co. (The) of New York ..... *
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Baldwin Refrigerator Co..... *
Barnes (Wallace) Co 47
Barnett (G. & H.) Co..... 68
Berger Bros Co..... 14
Berger, L. D..... 4
Bicycle Step Ladder Co..... 11
B'iss (R.) Mfg. Co..... 4
Boardman (Luther) & Son..... 52
Bommer Bros..... 68
Boston Belting Co..... *
Brass Goods Mfg. Co..... 52
Bruce & Cook 16
Bryan Mfg. Co..... 4
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co..... 68
Cary Mfg. Co..... 52
Chadborn & Coldwell Mfg. Co... 17
Champion Safety Lock Co..... 52
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons..... *
Chilton Paint Co..... 50
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co..... 68
Clinton Wire Cloth Co..... 67
Coates Clipper Mfg. Co..... 10
Coes Wrench Co..... 7
Coldwell Lawn Mower Co..... 45
Conroy (P. J.) Co..... 47
Contractors' Plant Mfg. Co..... 52
Covert Mfg. Co..... 49
Cronk Hanger Co..... 17
Cushman & Denison..... 43

D

Dangler Stove & Mfg. Co..... 15
Deming (The) Co..... 68
Detroit Fence Co..... 52
Dixon (Jos.) Crucible Co..... 5
Dow Wire Works Co..... 16
Ducharme (F. E.) & Son..... 1
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co 3

E

Eclipse Refrigerator Works..... 9
Electric Oil Stove Co..... 9
Ellis & Helfenberger..... 50
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 49

F

Field (Alfred) & Co..... 11
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co..... 60
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co.. 41
Goodell Co..... 14
Gould Packing Co..... 1
Graham (John H.) & Co..... 8

H

Handy Ladder Works..... 49
Hanson & Van Winkle Co..... 2
Hardware Publishing Co..... 6
Hardwaremen's Exchange..... 50
Harkins (T. B.) Foundry Co 10
Harrington & Richardson Arms Co..... 7
Harrison Bros. & Co., Inc..... 18
Hartley & Graham..... 1
Heinisch's (R.) Sons Co..... 5
Hickey (M. H.) & Son..... 47
Holmes & Edwards Silver Co..... 11
Howard Iron Works..... 2

I

Iowa Farming Tool Co..... 47
Ives (H. B.) & Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co..... 3
Kimball Bros..... 14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co..... 42
Lane Brothers Co..... 2
Leete, C. H..... 50
Leonhardt & Co..... 7
Litchfield J. M..... 49

M

Magnolia Metal Co..... 1
Marsching (J.) & Co..... 5
McKinney Mfg. Co..... 17
Meyers (Fred. J.) Mfg. Co..... *
Miles, Franklin S..... 3
Morrill, Charles..... 17
Mugford, A..... 2
Myers (F. E.) & Bro..... 16

N

National Sewing Machine Co..... 9
New Domestic Sewing Machine Co..... 15
New Jersey Wire Cloth Co..... 65
New York Stamping Co..... 67
Newton Wm. M..... 2*
Nicholson File Co..... 68
Niles Mfg. Co 2
North Bros. Mfg. Co..... 49

P

Payson Mfg. Co..... 2
Pearl (Henry) & Sons..... 10
Pelouse Scale & Mfg. Co..... *
Philadelphia Lawn Mower Co.... 67
Pike Mfg. Co..... 45
Plume & Atwood Mfg. Co..... 16
Prescott (J. L.) & Co..... 1
Pugh, Job T..... 11

R

Reading Hardware Co..... 10
Remington Arms Co..... 10
Robertson, Arthur R..... *
Rodgers (Joseph) & Sons 11
Rolfe, I..... 49
Russell & Erwin Mfg Co..... *

S

Salem Nail Co..... 49
Samson Cordage Works..... 1
Sargent & Co..... 47
Schneider & Trenkamp Co 13
Scranton (The) & Co.. 1
Seaman (D. C) & Co..... 50
Sears, Roebuck & Co..... 67
Sickels & Nutting Co..... 49
Silver Mfg. Co..... ....
Smith (Wm. G.) & Co 49
Smith & Egge Mfg. Co..... 18
Smith & Hemenway Co..... 47
Sommer's (John) Son..... 68
Standard Specialty Co..... 14
Standard Tool Co..... 1
Stanley Rule & Level Co..... 43
Stebbins (Chas. J.) & Co..... 3
Stewart Iron Works..... 15
Stimpson (Edwin B.) & Son..... 68
Story, Herbert..... 67
Sudlow, John W..... 67

T

Taylor (A. V.) & Co..... 5
Thacher Felting Hook Co..... 5
Torrent Pump Co..... 52
Tower & Lyon..... 12
Townsend, C. C. & E. P..... 50
Tryon (Edw K) Jr. & Co 15

U

Underhill, Clinch & Co..... 3
Underhill, Clinch & Co..... 10
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1

V

Van Dorn Iron Works 50
Van Wagoner & Williams Hdw. Co..... 68
Velox Machine Works..... 18
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co..... 11
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co..... 18
Wood (Wm. T.) & Co..... 16

Y

Youngstown Specialty Mfg. Co.. 43

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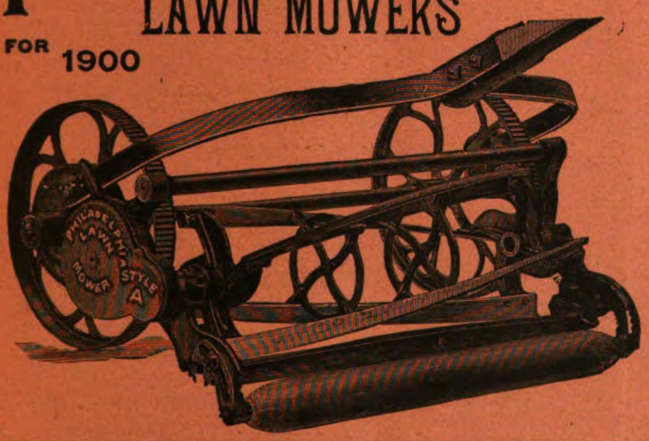
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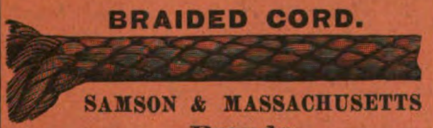
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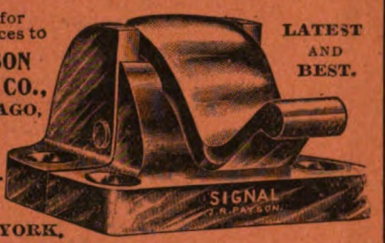
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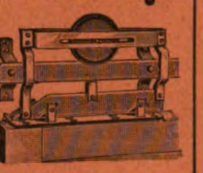


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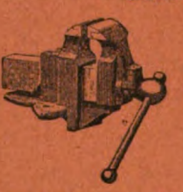
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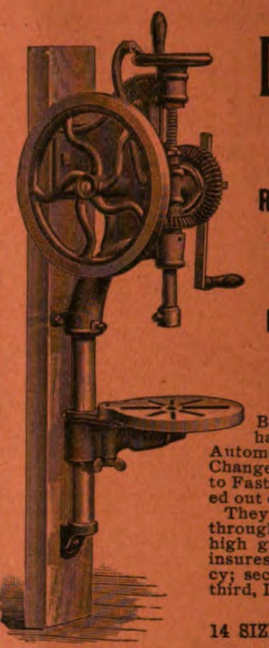


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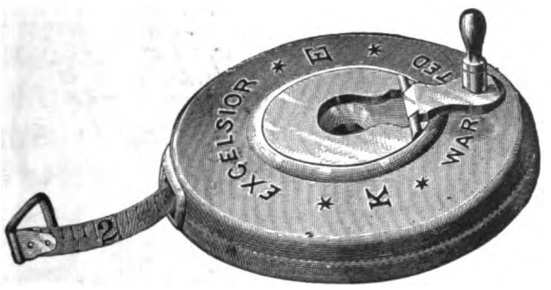
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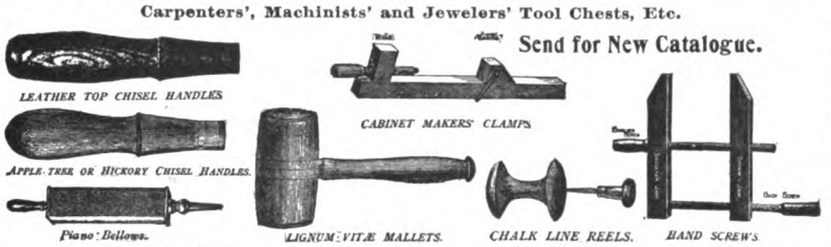
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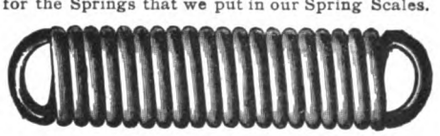


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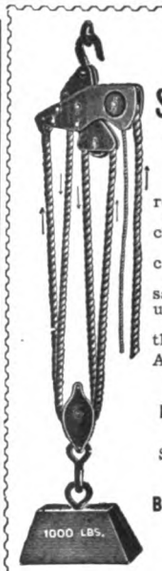




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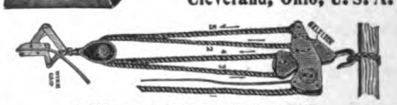
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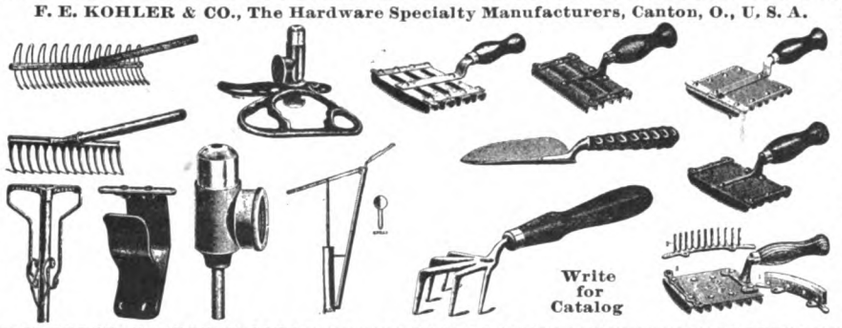
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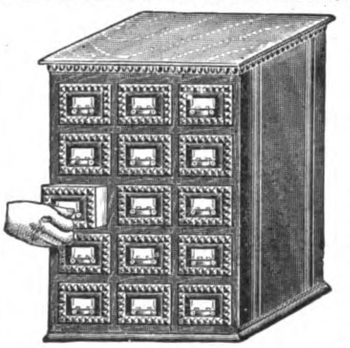
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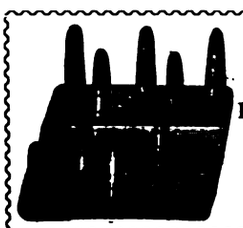
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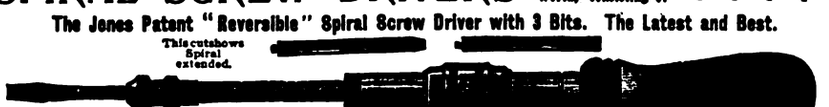
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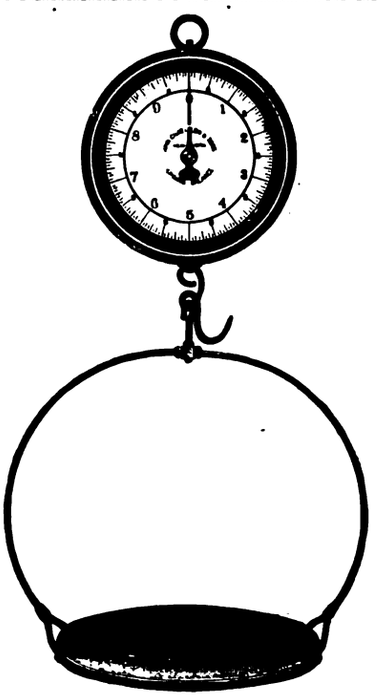
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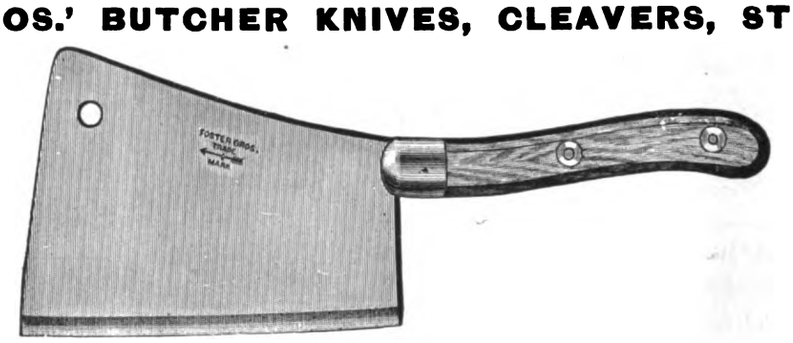


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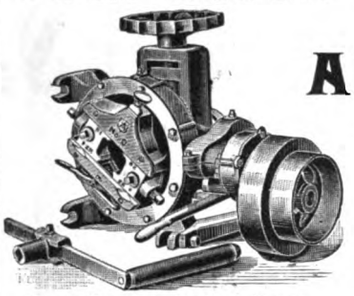
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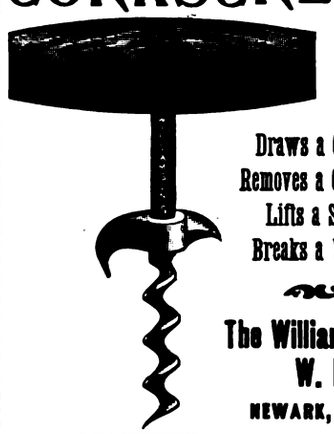
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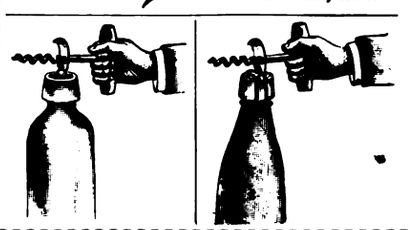
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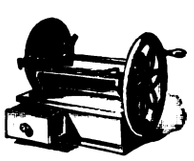
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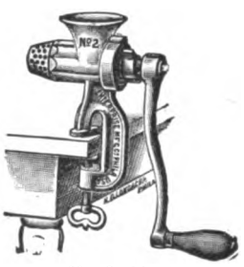

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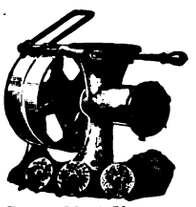

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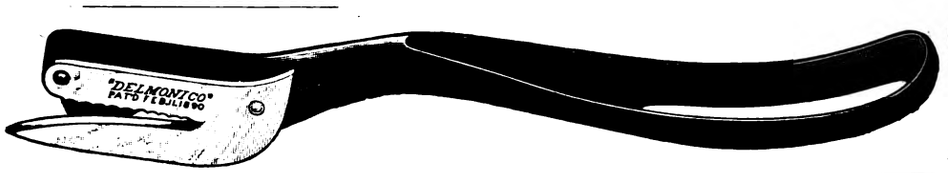
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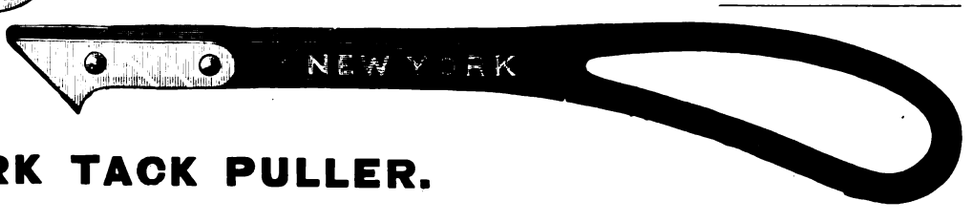
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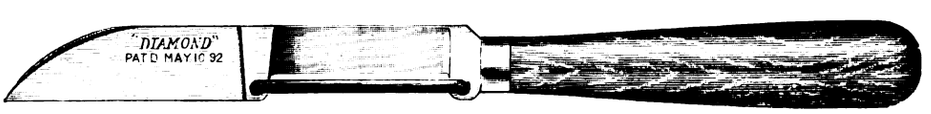




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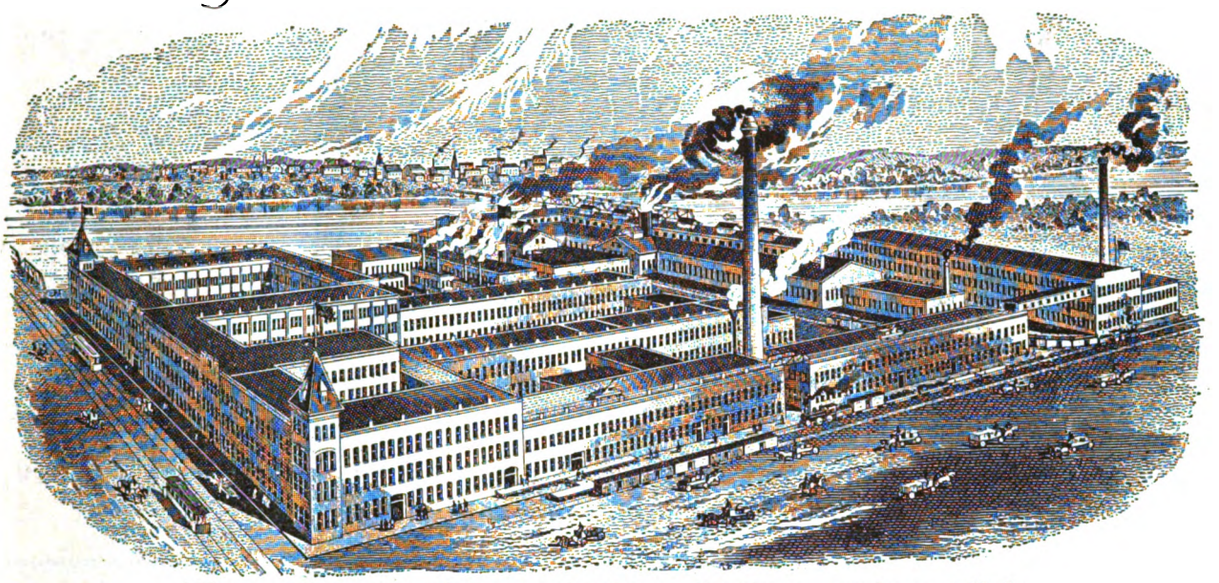
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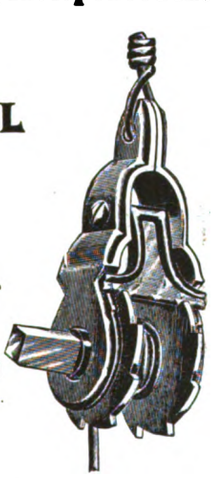
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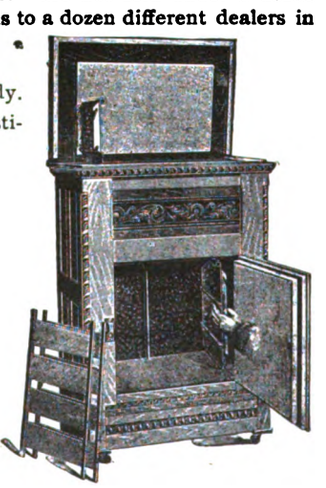
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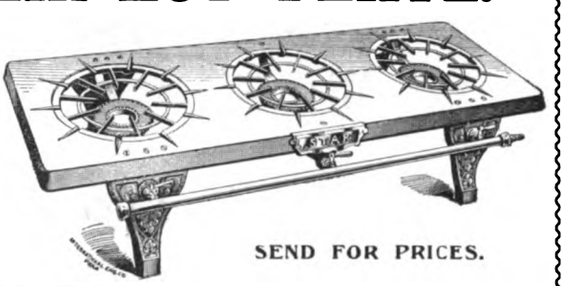
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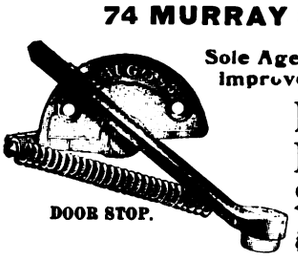
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WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.



COATES CLIPPER MFG. CO.

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers, both hand & mechanical
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.

-:-SEND FOR CATALOGUE.-:-

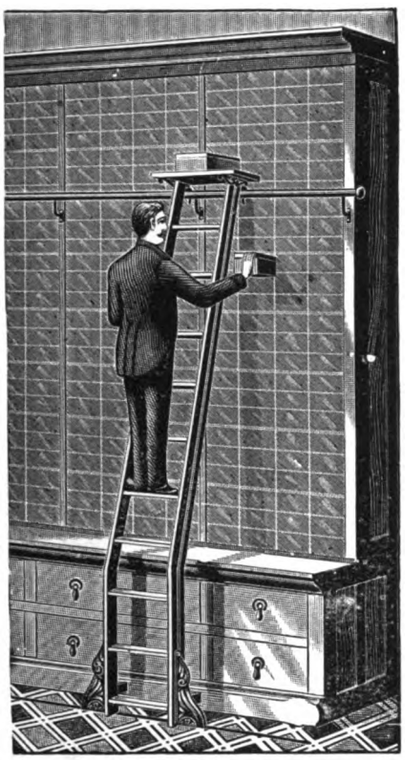
RESULTS ARE SO SATISFACTORY.

Capewell Horse Nail Co. Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

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The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

65 RANDOLPH STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place New York City.
New York and vicinity, E. J. HUSSEY & CO., 8 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland Oregon.
Texas and Southwest, ED. FOY, Dallas Tex

ESTABLISHED 1774.

HIGH GRADE **AUGER BITS.**

(BLACK TWIST)

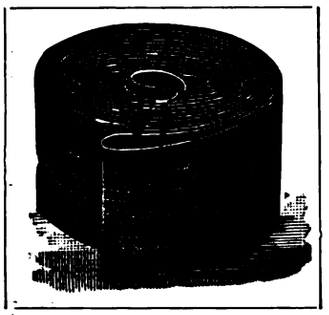
JOB T. PUGH, PHILADELPHIA.

SUPPOSE

Your "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

"HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

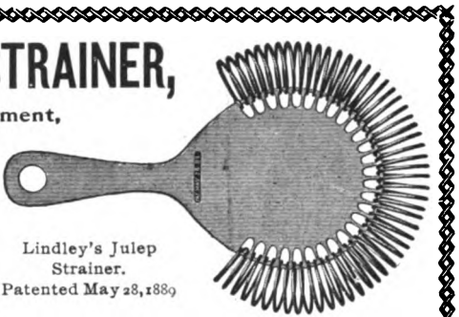
Correspondence Solicited. *Discounts Quoted.*

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer

QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES, COATES CLIPPER MFG. CO.	HORSE AND TOILET CLIPPERS.
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

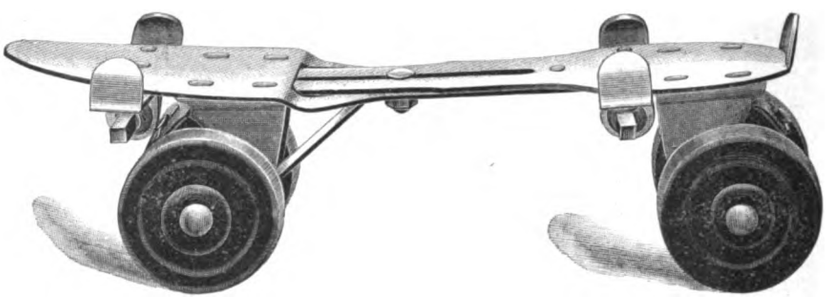
Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.

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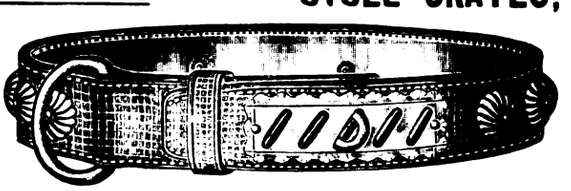
UNION HARDWARE CO.,

TORRINGTON, CONN.



ROLLER SKATE, Plain or Roller-Bearing, Hemacite Wheels. **CYCLE SKATES,**

DOG COLLARS,
MUZZLES and
LEATHER GOODS.



SHELL LOADING TOOLS and GUN IMPLEMENTS.
MALLETS, HANDLES and WOOD GOODS.
TACKLE BLOCKS, ICE SKATES, ETC.

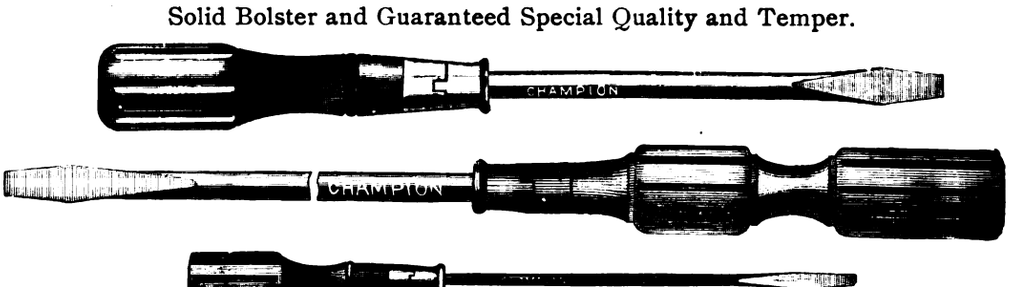
New York Office, 95 Chambers Street, in charge of TOWER & LYON.



Fine Tools and Hardware Specialties.

TOWER'S CHAMPION SCREW DRIVERS.

See that the word "CHAMPION" is on each Screw Driver. None others have our Solid Bolster and Guaranteed Special Quality and Temper.

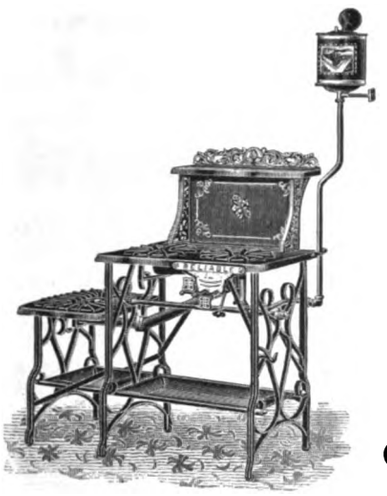


IMPROVED CLARE'S PATTERN EXPANSIVE BIT.

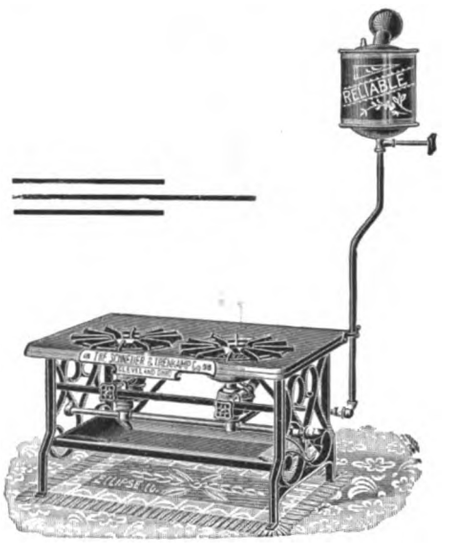
Superior Adjustment of the Cutter by means of the Immovable Spring Cap Plate. Shank Graduated for Depth. Superior Finish.

TOWER & LYON, 95 Chambers St. NEW YORK.

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1900



Our constant aim has always been to make

RELIABLE STOVES AND RANGES

THE VERY BEST THAT SKILL AND BRAINS CAN PRODUCE.

Our Facilities are Unequaled.

Our Plant the Largest and Best Equipped.

CATALOGUES NOW READY.



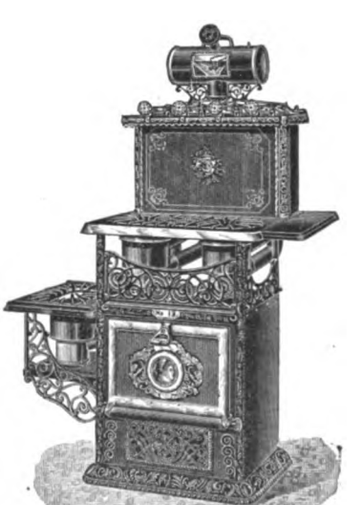
Our Materials the Very Best.

Our Machinery the Very Latest.

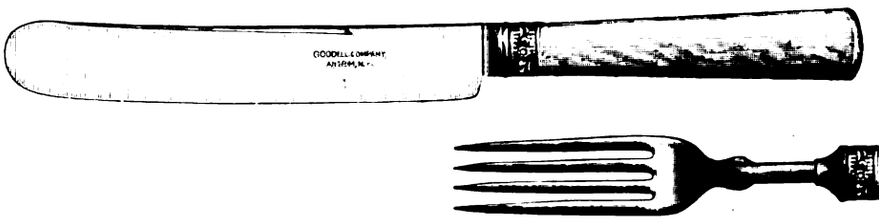
WRITE US.



THE . . .
SCHNEIDER & TRENKAMP CO.,
CLEVELAND
AND
CHICAGO.



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WHEN we began making our **400 Line of Cutlery,** we did not realize what we had. The wonderful sale and the perfect satisfaction and unanimous praise of these goods has opened our eyes. You see the fork is like any silver 4 tined fork. The tines are well made and plated with a combination which looks as well as silver and wears longer. The handles are solid and put together in such a way that they never can get loose or come off. They are absolutely hot water proof. The bolster is exceedingly beautiful, and the whole thing commends itself at once to the eye of the purchaser. We think hereafter we can produce a quantity large enough to supply the demand, and solicit orders and inquiries.

GOODELL COMPANY,

New York Office, 10 Warren Street. **ANTRIM, N. H.**



...FREE
To anyone for the asking

1900 Catalogue, showing complete line
Tinners' and Roofers' Supplies.

Large Stock, Great Variety, Prompt Shipments. GET OUR PRICES.

BERGER BROS. CO.,
231 AND 237 ARCH STREET, - PHILADELPHIA
Factory—3114-16-18 and 20 North 17th Street.

Improved Quick and Easy Rising Steam, Electric and Hand Power



ELEVATORS
Send for Circulars.
Kimball Bros. Council Bluffs, Ia.
No. 1013 Ninth Street.

THE ACME RIVETER.



Adapted for No. 1 Tubular Steel Rivets.

Weight 3½ pounds. Satisfaction guaranteed. The Best and Cheapest Riveter manufactured. No 1 Tubular Steel Rivets furnished in boxes containing 50 rivets of assorted sizes Ask for catalogue and prices of our complete line of riveters and rivets.



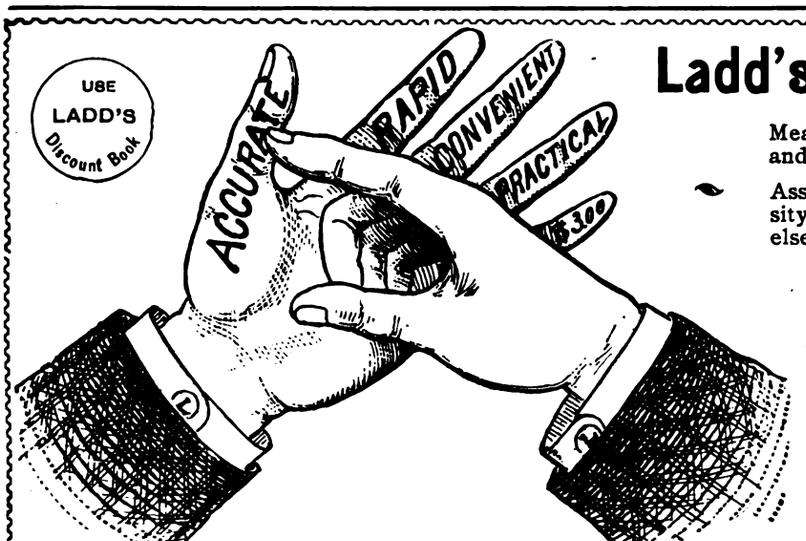
SIMPLE, STRONG, DURABLE.

Working parts made of case hardened steel.

Standard Specialty Co.,
SALEM, OHIO.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,
. . . . No. 143 Chambers St., New York.

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FULL VALUE FOR YOUR MONEY

Apollo, - $35.00 List
Vesper, - 30.00 "
Devon, - 25.00 "

All with Guaranteed Tires and up-to-date features.

BICYCLE SUNDRIES
FISHING TACKLE,
GENERAL SPORTING GOODS.

Edw. K. Tryon, Jr., & Co., *Philadelphia.*

Send for Catalogues mentioning "Hardware."

WE WANT AGENTS TO SELL OUR **IRON FENCE**

The largest manufacturers of Iron Fence in the United States.

Architectural and Ornamental Iron Work, Jails, etc.



THE STEWART IRON WORKS,

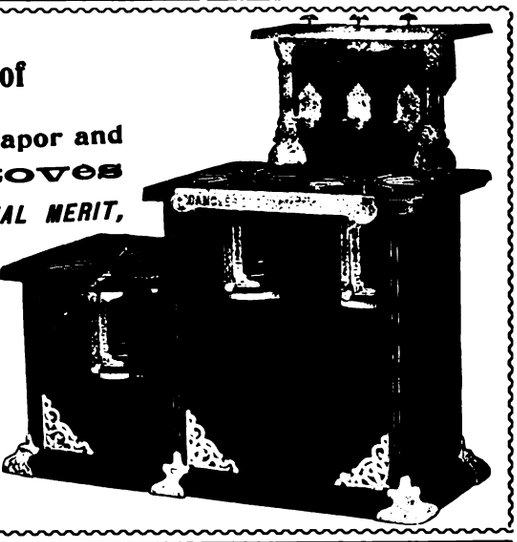
Write for Catalog H. —— Cincinnati, Ohio, U. S. A.

All admit that the **DANGLER** lines of

Blue Flame Wick and Wickless Oil, Gasoline Vapor and Evaporating and Gas **Ranges and Stoves** as made for 1900 are the *FAVORITES FOR SPECIAL MERIT,* and Especially in Design and Convenience.

WE INVITE CORRESPONDENCE.

SEND FOR CATALOGS.



The Dangler Stove & Mfg. Co.,

CLEVELAND, OHIO, U. S. A.



No. 4, - - $65.00.

The "DOMESTIC" SEWING MACHINE HAS THE HIGHEST REPUTATION.

It Wins the Dealer.

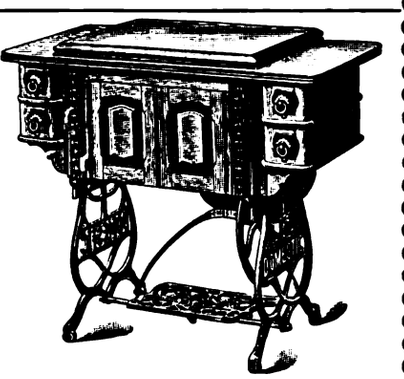
It Wins the Customer.

It Wins the Heart of the Housewife.

It Smooths Out Wrinkles.

It Makes Happy Homes.

It is a Profit Winner for the Hardware Trade.



In Oak or Walnut, $75.00.
In Fancy Wood, - 80.00.

If you are after Success write us.

The New Domestic Sewing Machine Co.,

16 and 18 Exchange Place, - - - - NEW YORK

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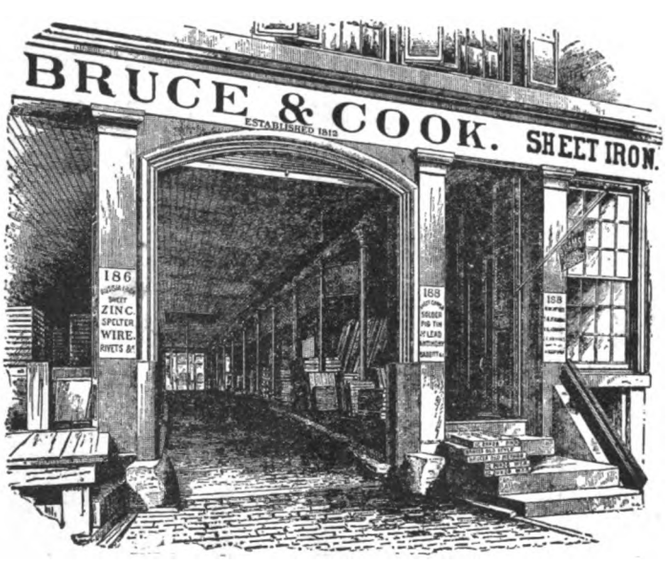


BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	



ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

ORNAMENTAL GATES AND FENCES
• ARTISTIC DESIGNS •
CAT'LOG FREE



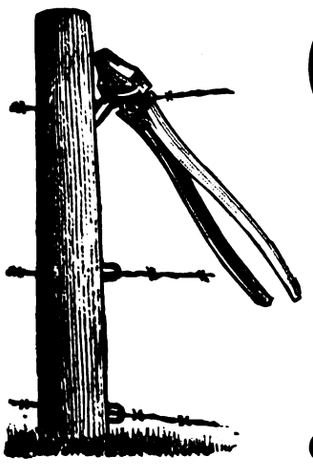
DOW WIRE WORKS CO
LOUISVILLE, KY.

An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

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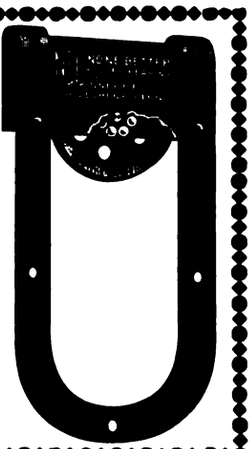


Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis._____

CRONK HANGER CO., - - - - ELMIRA, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.



Track ⅋ Stay Rollers.
. . . . Hinges ⅋ Butts.

Our Goods are all right. - - - Our Prices are all right.

McKINNEY MFG. CO., Allegheny, Pa.

MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL, Broadway Chambers, Broadway and Chambers St., N. Y.**

LAWN MOWERS.

"New Model,"
"New Model High Wheel,"
"Rival,"
"Rival High Wheel,"
"O. K."
"Excelsior Roller,"
"Excelsior Horse,"
"Royal Blue Ball-Bearing."



Write us for Prices and Catalogue for 1900.

Ghadborn & Goldwell Mfg. Co., Newburgh, N. Y.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.

As a suggestion

to Hardware Dealers who are looking for a desirable article in Paints to sell.



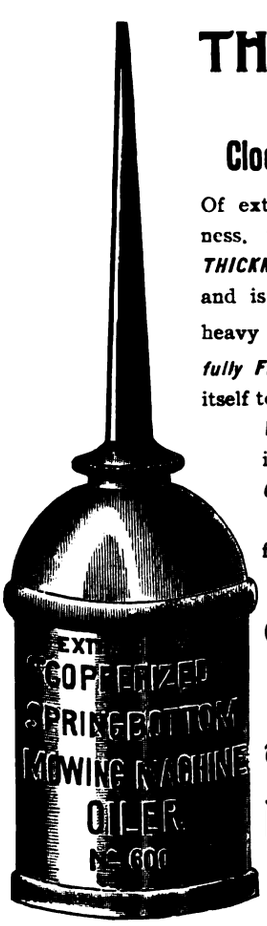
Made in sixty-four colors, and packed in all sizes from pints to barrels.

Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St., NEW YORK. — 27 Lake St., CHICAGO.



THIS CAN

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR SPRING DELIVERY.

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN. . .

The Mosler Safe Co.

Sole Owners of Mosler & Corliss Patents.

Fire Proof and Burglar Proof Safes. : : : :

Plans, Specifications and Estimates furnished on all kinds of Bank Vault and Safety Deposit Work, and Fire and Burglar Proof Safes, Etc.

Contractors to the United States Government.
Contractors to the Mexican Government.

Mosler Patent Safes in General Use all over the World.

476 Broadway,

Between Grand and Broome Sts.

New York.

Telephones:
392 and 393 Spring.

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THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS.

HARDWARE

At the meeting on April 16th of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the Club:

James W. Towne, Temple Court.
Charles E. Sutton, Toledo, Ohio.
Theodore D. Peck, No. 45 Chambers Street.
J. Edward Ogden, No. 147 Cedar Street.
Seymour N. Robinson, No. 220 Broadway.
Thomas H. Taylor, No. 71 Broadway.
Frank Freeman, No. 132 Nassau Street.

It was a great pleasure to see again at his accustomed seat in the Hardware Club of New York the esteemed member of the board of governors, Alfred D. Clinch, he having been laid up at home for nearly four weeks, afflicted with a painful trouble in one of his knees, that made locomotion not only difficult but impossible. He looks as though the enforced rest just at the present time did him a world of good, although with so much to do at his reorganized establishment in Chambers Street, he must have rejoiced more than once that they could move much more easily than he could.

The Ammunition Manufacturing Association has removed to the Vincent Building, Nos. 302-304 Broadway.

Miller Bros. Cutlery Co., Meriden, Conn., represented in New York by L. A. Lightfoot, as manager, have removed their New York office to the Mutual Reserve Building, No. 309 Broadway. A full line of samples of their entire product will be open for inspection in their new quarters. They are large manufacturers of fine steel pens, comprising 60 patterns, a sample box of which, containing 9 popular styles, will be mailed without charge to bookkeepers sending addresses.

Charles J. Godfrey, dealer in ammunition, guns, bicycles and sporting goods generally, has moved his establishment from the old location, No. 11 Warren Street, New York, across the way to No. 6, taking the premises occupied previously by the Liberty Cycle Co.

Among other recent changes in the Hardware trade and its relative interests, Alfred H. Smith has moved his extensive brush business from Nos. 131-133 Duane Street, to the more commodious quarters, Nos. 84-86 Chambers Street. This is a central location for his extensive interests that cannot be otherwise than convenient.

Thomas F. Keating, after having been identified with the Yale & Towne Mfg. Co. for a generation, has disposed of all of his interests in the company, and is no longer connected with the company in an official capacity. He has opened an office at No. 23 Warren Street, New York, where he will still be in touch with the trade, and where his long experience in everything connected with builders' Hardware and matters appertaining thereto, can be made use of by those desiring to draw on his superior knowledge. His connection with this branch of the Hardware business is well known to every Hardware jobber in the country, he having been with the Yale & Towne Mfg. Co. from the time that their office in the city was by no means extravagant in dimensions. Mr. Keating is also well known to the trade as the treasurer of the Hardware Club, having officiated in that capacity ever since its foundation.

Among the many expressions of admiration and approval called into being by our Anniversary Number, the few lines appended from the New York *Times* gives us the highest meed of praise, in so few words it proves a gem of purest ray serene:

"The tenth anniversary number of *Hardware,* which bears date April 10, 1900, is one that publishers, editors and printers may deservedly take pride in."

Among the recent visitors at the Hardware Club of New York may be mentioned Alfred Weed, Vice-President and General Manager of the Arcade File Works, whose headquarters are at Anderson, Ind. He reports the business as being the heaviest in production in the history of the company, backed up as it is by large demands for the export trade, which is to-day an important outlet. It is not generally known that for the magnificent deer's head, finely mounted, which decorates the wall of the Club dining-room, we are indebted to the courtesy of Mr. Weed.

For the most artistic circulars distributed to the Hardware trade calling attention to the products of a manufacturer, the palm for excellence of workmanship, both in a literary sense as well as in that of artistic illustration, may well be awarded to the Corbin Cabinet Lock Co., New Britain, Conn. The high class of work shown in the engravings alone gives evidence of the master hand of experience; and few are so well equipped mentally or otherwise for successful achievement in this high standard of exploitation as J. B. Comstock, "the man in the corner," who, possessing *carte blanche* from the factory standpoint, knows only too surely the perfect expression of good taste which alone can satisfy.

A conference of the Manufacturers of Builders' Hardware, which included substantially all the manufacturers, has been held quite recently, and the situation carefully considered, the proceedings of the conference resulting in an agreement for the continued maintenance of present prices. It was noted with much interest by those present that this meeting was the first in the history of this large industry in which all the manufacturers were found so closely in accord, and their united action will undoubtedly have a wide influence on that of other Hardware manufacturers.

W. R. Walkley, of the Peck, Stow & Wilcox Co., New York, thought about two months ago that it would be possible for him to resign all connection with the company that he has been associated with for so many years, and accept the presidency of the newly organized H. D. Smith Co., Plantsville, Conn. But it has been difficult for the Peck, Stow & Wilcox Co. to consent entirely to this severing of a business relation extending over so many years, and he has been induced by the officials of that company to reconsider his resignation, so that he will undoubtedly occupy his old desk and be in touch with all his old friends "doing business at the old stand." His son, Winfield D. Walkley, formerly his right-hand man in the Peck, Stow & Wilcox Co., will occupy the New York office of the H. D. Smith Co. in the Postal Telegraph Building, he being the vice-president of that company. They have an extensive sample room, in which is exhibited their line of goods, which covers a large variety of carriage forgings, and a number of various kinds of special drop forgings.

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HARDWARE

VOL. XXI. MAY 10, 1900. NO. 3.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

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L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The effect upon the market that was apprehended through the unexpectedly pronounced change in the quotations on wire products was, fortunately, not one of a disorganizing character. While there is no doubt of the motives underlying the moving of such a large surplus stock, the belief is prevalent that when once this is effected a firmer market, qualified by a small advance at an early date, may safely be anticipated.

The general market is in quite a firm condition of strength, with few if any elements of weakness apparent. The bulk of the season's trade being already under way, the situation from the jobber's standpoint indicates less hesitation among buyers than was feared, a good, fair average selection of goods wanted, and an increased trade promised for the dull months ending the season, arising from the conservative buying which characterizes present purchases for immediate wants.

A feeling is noticeable among the leading jobbers that under a state of affairs which makes a change in price so radical as was noted in nails and barb wire, there should be some protection afforded those who rely upon the judgment of the mills to break the force of such a sweeping decline. It used to be a staple requirement in all large stock orders in the early days, when competition was rife, that the goods ordered should be protected against decline by the makers. At the present time, when one concern controls the making of quotations for the whole world virtually, it is more reasonable to feel this was the only honorable basis on which declines could be authorized. Distribution being made and agreed upon through jobbing facilities exclusively to reach the smaller trade, the orders given the mills should not be subject to a constant fear that a decline during the season may wipe out a season's profit.

But little doubt is felt by close observers of current conditions that a movement toward a lower range of prices is evident among the manufacturers controlling large lines of goods, and known as makers of a product of importance; not that stated declines accompanied by lower discount sheets are apprehended, but to abate the tendency to advance prices whether necessary or not, under the mistaken notion that the market needs bracing up to prevent slow buying, through fears of an early slump more general in its scope. Just at this time the most optimistic of manufacturers believe the buyers will cry a halt against any upward trend of prices, which, even where quotations have advanced but little if any would have the effect of deadening trade impulses and again making business dead slow.

Holding our export trade, as we do, in a manner calculated to make it possess an increasing importance, it has proved of great benefit in sustaining the general market, and giving the manufacturers food for reflection in the fact that a trade of so much vigor and such wide distribution, should never be neglected by any industry capable of creating conditions of industrial activity that may prove a safety-valve to a local weakness.

The Pillory of Public Opinion.

To the Wall Street end of the American Steel & Wire Co.'s plant our comments in this article are not intended to apply. Mr. Gates is before the courts at this writing, endeavoring through his able attorney to whistle down the wind the idea that anything published on April 17th as emanating from him was intended to affect the stock market in relation to the shares of the company with which he is so prominently identified, of which haling before the bar of justice he may be legally and technically proven not guilty.

What excites our special wonder is that the hardware trade is willing to make Mr. Gates a scapegoat for the loss, by decline in prices, on the stocks of the company's production that were in their hands when the recent big decline of nearly one-third was officially announced in order to move an unusually heavy surplus stock.

There was scarcely a single large buyer in the business but knew, even by his own purchases, that the entire trade was holding back orders on wire nails and barb wire especially, believing the quotations which inaugurated this year's business were unnecessarily high when made, and unwarranted by any possible inference.

For what were the buyers waiting except for a schedule of lower prices? Purchases were made only for immediate requirements; light stocks were carried; no great demand was stimulated on these staple lines; every one knew and felt they were abnormally high in price, and retail buyers were frankly told by the jobbers to buy light and stand from under.

Supplementing this knowledge on the hardware buyer's part came the strike among the rod mill men, when they were intimidated into accepting less than they demanded by the statement that a six-months' supply of wire products—say three hundred thousand tons of material—had already been accumulated, and the company if compelled to could hold out for that length of time.

With an announcement like that facing the buyers of the country, they had no occasion to wait until April 17th to know the company was overstocked, principally because a business of only 30 per cent. of its anticipated volume—and probably not as much as that on new orders—was all they had to justify a production of several millions a month, on which a million dollars a month profit has already been estimated.

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When this factory condition of affairs was unofficially stated in an interview on April 17th, it may have been done with the motive of breaking the news gently that the time had arrived to make lower quotations, in order to work off that surplus stock. It would have been productive of no large specifications for delivery if, instead of a dollar decline, fifty cents had been considered sufficient; for the entire trade, feeling that the last two advances, then several months old, were unjustified, would have purchased no more freely than before.

This was admitted to be the case, so the drop in price was a noticeable one; the waiting market was turned into an active one, for, at quotations then established, prices were extremely low by comparison with the fairly firm quotations on raw material.

Each individual hardware dealer could so readily estimate his own loss by the decline that the company heard the protesting objurgations of all of them, and yet that very action by the company was what they had all been waiting for.

When the surplus stock has been reduced by the demands of the trade to a normal supply for current requirements, should no substantial reduction be made in the price of billets it would be a very natural expectation to note again the usual "15-cent" advances in quotations which were so gladly received a year ago by the trade generally, the profits attending which method of distribution through the jobbers ought not to be forgotten in the present state of affairs, when in the effort to obtain the customary orders belonging to this season of the year the company is crying to the trade: "Help me, Cassius, or I sink." As Wordsworth says: "Wisdom is often nearer when we stoop than when we soar."

The Jobber and The Nail and Wire Trust.

We have received the following article from one of our valued correspondents bearing upon the recent action governing the present nail trade conditions. In it is presented a view of the importance of being protected against decline, which should be considered by the jobbing trade generally.

Editor Hardware:—When the Nail and Wire Trust began operations they adopted the policy of distributing their product through the Hardware jobbing houses. At that time the 25c. differential on nails which they provided, made a ten per cent. margin of gross profit for the jobber; when prices rose to $3.20 base on nails the percentage was reduced to about seven and a half per cent.

Let us look at the service rendered by the jobber for this differential and see if he has any net profit remaining: He must move the goods from mill or railroad station to his warehouse; he must provide warehouse storage, labor for handling, and again move the goods to railroad station when sold. He must pay insurance, and must pay clerical labor for handling the thousands of small accounts of the buyers. He must have an investment of $15,000 to $50,000 for stock carried, according to the size of his business. He must take all the risk of slow collections and bad debts, and, worst of all, in view of what has so recently occurred, he must take the risk of a cut in prices by the maker without a moment's warning.

We do not think there is a jobber who knows anything of the cost of conducting his business who will claim a net profit on these goods under such conditions. It is no argument to say that the differential is larger than we used to get under old conditions; then we did not handle the bulk of the business as now, and although we did handle a good many nails, it was because the retailer expected it of us as a convenience and we submitted to it as a necessary part of the business. But when these items reach one-fourth or one-fifth part of our sales, it becomes us to make a deliberate calculation and see whether the manufacturer is not using us to perform a service for him which we are doing at a loss.

Whatever may be the opinion of the jobbers generally on this matter, there is one point upon which there will be unanimity, viz.: that they shall be protected against loss by reason of decline in price. The jobber must have this protection or he will decline to act as distributor. We should stand together in demanding this, and if it is refused we should allow the Wire & Nail Co. to distribute their product to the retailer themselves. We do not think it would take more than one year to bring them to a realizing sense of the value of the jobber's services and his right to such protection.

LOGAN-GREGG HARDWARE CO.

The Advancing Prices in Foreign Raw Materials.

Prices of the raw materials of foreign production used by American manufacturers continue to advance in the foreign markets from which these supplies are drawn. The Bureau of Statistics has for many years presented in its monthly and annual publications statements of the prices in foreign markets of the leading articles of manufacturers' materials imported. The prices of these articles are determined by the statement of the importer, who, in his invoice, names under oath the actual cost of the article at the foreign port whence it is shipped to the United States. The statements thus obtained indicate, therefore, the actual price in the foreign market unaffected by tariff charges at United States ports.

A study of the latest figures of the Treasury Bureau of Statistics shows a remarkable increase in the foreign price of many of the articles imported for use in manufacturing. In Manila hemp and sisal, the increase is more than 100 per cent. within the last two years; in jute, over 50 per cent; in India rubber, more than 25 per cent., and in tin, 50 per cent. During the nine months ending with March, 1900, the importation of Manila hemp amounted to 29,107 tons, valued at $4,266,580, while in the corresponding months ending with March, 1898, 39,599 tons were valued at but $2,449,468, the average price per ton in the nine months just ended being $146.50, against $61.85 in the corresponding months of 1898. In sisal grass, which is imported from Mexico, the increase has been even more strongly marked, the 52,875 tons imported in the nine months ending with March, 1900, being valued at $8,007,961, or $151.30 per ton, against an average of $62.42 per ton in the corresponding months of 1898. Jute, which averaged $23.65 per ton in the nine months ending with March, 1898, averaged $36.80 in the nine months ending with March, 1900.

The following table shows the average value in foreign countries of the articles named during the fiscal years 1897, 1898, 1899 and the nine months ending with March 31, 1900, as shown by the figures of the Treasury Bureau of Statistics, which are based, as above indicated, on the statements of importers of the cost of the goods in question at the foreign ports from which they are shipped to the United States:

	Fiscal year.		(Nine months.)	
	1897.	1898.	1899.	1900.
Articles.	Dollars.	Dollars.	Dollars.	Dollars.
Manila hemp, per ton	73.68	64.44	116.62	146.50
Sisal, per ton	60.60	74.59	128.12	151.30
India rubber, per pound	.491	.551	.62	.65
Tin in bars	.129	.1373	.1595	.269

An Exhibition in England of American Products.

Pitt & Scott, Limited, of No. 39 Broadway, New York, are the American representatives of a proposed commercial exhibition of American manufactures in London, for the inauguration of which they are distributing prospectuses. The design of the promoters is the bringing together of the foreign consumers and distributors and the American producers, the latter being relieved from all responsibility.

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The exhibition is intended to be a permanent one, and it will be situated in the most central part of the city of London. The space allotted to manufacturers who participate will practically amount to their having a branch office and depot in London, which can be advertised as their London address, and to which they can refer all foreign inquirers who desire to see samples of their products.

The exhibition management will undertake to personally represent exhibitors, will take entire charge of their interests, answer all inquiries, and distribute their price-lists and printed matter, transmit orders, dispatch circulars, in short, render all or any service that would be given if the exhibitor had his own representative, giving the project his entire attention. A monthly bulletin will also be published, calling special attention to the exhibitors and their exhibits, which will be circulated among the principal importing houses and buyers of Europe, and special inducements will be offered to buyers to visit the depot and view the goods exhibited.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—On April 1st last my lease for five years of premises in the city of New York expired. I did not leave the premises on that day, and still occupy them, nothing having been said by the landlord as to new lease. I am now desirous of leaving the premises, but my landlord tells me he will sue me for a whole year's rent if I do so. Have I not the right to move by paying the rent due to date, without incurring any further liability?

REPLY.—If your landlord elects to regard you as a tenant for another year he has the legal right to do so. Where a tenant for years holds over after the expiration of his lease there is an implied renewal of the lease for the term of one year at the rent paid under the former lease. If you move, your landlord will have the right to sue you for one year's rent; you should have been out of the premises on April 1st if you did not intend to longer continue as a tenant of this landlord.

QUESTION.—I insured my wife's life in one of the prominent Life Insurance Companies in 1890, and I have paid the premiums regularly up to this time. About seven years ago my wife went abroad to see her parents and I believe was involved in a railroad accident. I never heard from her since the date of the accident, and I believe her to be dead. Should I continue paying the premiums? Please advise me what I should do.

REPLY.—We would advise you to pay the premiums until the full seven years are up since you last heard from your wife, unless you can prove her death before that time. We would advise you to gather all the proof you can which would tend to indicate that she had died and apply for letters of administration upon her estate if she left no will. If the letters of administration are issued, the decree would, in all probability be of great assistance to you in your collection of the policy.

QUESTION.—I should like to be informed what steps a man should take to make a legal will; also, is it necessary to have a notary public sign the will as a witness?

A will has been drawn for me, but I have not signed it, and am anxious to know how it should be done.

REPLY.—In order that a will may be admitted to probate in the State of New York, the following statutory requirements must be complied with: 1. It shall be subscribed by the testator at the end thereof. 2. Such subscription must be made by the testator in the presence of each of the attesting witnesses, or must be acknowledged by him to have been so made, to each of the attesting witnesses. 3. The testator at the time of making such subscription, or at the time of acknowledging the same, shall declare the instrument so subscribed to be his last will and testament.

There shall be at least two attesting witnesses, each of whom shall sign his name as a witness at the end of the will, at the request of the testator. We would advise you to have a lawyer present. These requirements are strictly enforced, and if not complied with the will is refused probate and the testator is considered to have died intestate, and his property so descends.

QUESTION.—I hold a demand note of $500, made by R. S. and dated April 1, 1892. Last week I saw R. S., and the conversation turned to this note, which he acknowledged he owed me, and stated he would pay. I do not expect him to keep his promise and should like to know whether I have waited too long to allow me to sue on the note? The parties live in New York.

REPLY.—The statute of limitations, which is six years in this State upon a promissory note, has run, and you would therefore have no standing in court unless you can revive the debt and take it out of the statute. If you can obtain from your debtor an acknowledgment of the debt, and a promise to pay the same *in writing*, the debt will be revived and you may proceed to collect the note. The oral acknowledgment and promise is not sufficient in the State to revive the debt, when the statute has once run. We would advise your writing to your debtor, and it is not impossible that you might secure the written acknowledgment and promise in his answer.

"Comstock's" Philosophy.

When the hardwareman stops to think about it, if he ever does, the position his business occupies among the vocations of trade must give him satisfaction. It has always been considered a desirable calling, and in the general estimation of the public, the hardware merchant and the banker stand upon an equal footing, both socially and commercially. There is a solidity about the business that is not confined to the goods, a freedom from undue risks and a general effect of giving and receiving full value in all transactions that can not but cause a favorable feeling toward the craft and those who have embarked in it.

I think that perhaps the quality of the goods handled has as much to do with the situation as any other one thing. It is not often that we find a really poor article in a hardware store, and the fact that the racket stores that have sprung into existence over the country generally have as a foundation line a grade of house furnishing hardware poorer than the ironmonger will sell is significant; so, too, is the fact that of the salesmen calling upon the hardware merchants the ones who have the greatest success are those who have the best goods and lay particular stress upon quality.

The recent meetings of hardware associations as chronicled by the trade journals furnish a student of trade ethics much food for thought. All sections of the country have been thus represented, and all the conditions under which the business is done have been fully and frankly treated, and I do not believe that any other branch of trade could pass through so public an exposure of methods and manners and show so sound a condition of things with so few bad trade practices. The hardware merchants and those who have dealings with them have reason to be proud of the state of affairs.—*"The Man in the Corner."*

Mrs. Weeperly—Yes, we pay spot cash for everything.

Mrs. Whipperly—Ah! I often speak to my husband about the time when we had to.—*Puck.*

"It isn't injurious to eat a clove once in a while, is it, doctor?"

"Well, that depends a great deal on the spirit with which you do it."—*Chicago Tribune.*

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Our Expanding Exports.

The growth in exportation of manufactures continues to be the most striking feature of the marvelous export trade of the United States, which in the nine months ending with March, 1900, reached the unprecedented sum of $1,053,820,680, and thus promises to be fully one billion 300 million dollars in the fiscal year which ends sixty days hence. Of this large exportation, more than 30 per cent. was manufactures, against 26 per cent. in the corresponding months of the fiscal year 1899, and 23 per cent. during the same months of the fiscal year 1898. For the month of March alone the exports of manufactures amounted to $44,767,139, which is far greater than the total for any preceding month in our history, that of March, 1899, being $36,109,231; March, 1898, $28,214,540; March, 1897, $25,874,469, and for March, 1896, $19,125,725, the exports of manufactures in March, 1900, being thus more than double those of March, 1896, only four years earlier. For the nine months ending with March, 1900, exports of manufactures were $313,278,668, against $163,187,935 for the nine months ending with March, 1896, the total for the entire period having thus nearly doubled in that time. For the full fiscal year it now seems probable that the total exports of manufacturers will considerably exceed 400 million dollars, while the total for the fiscal year 1899 was $338,675,558; for 1897, $277,285,391, and for 1895 but $183,595,743.

This increase is found in almost every important line of manufactures. Scientific instruments show an increase in the nine months in question of from $3,071,758 to $4,750,474; fibre manufactures increased from $1,901,165 to $3,049,957; chemicals, from $7,959,318 to $9,674,760; paraffine, from $5,050,573 to $6,874,653; agricultural implements, from $6,632,538 to $9,663,787; leather and manufactures of, from $17,008,896 to $20,723,432; copper, from $26,644,957 to $40,598,399, and iron and steel, from $67,212,605 to $86,912,155. Thus iron and steel, despite the enormous advance in price and despite the prediction made when the increase began that this advance in price would reduce exportations, continue to head the list of manufactures exported and will surpass by more than 20 million dollars the enormous figures of last year, and show a total considerably greater than 100 million dollars for the year's export trade in that single line of manufacture.

The following table shows the value of the principal articles of domestic manufacture exported during nine months ending with March, 1898, 1899, and 1900, and includes all articles whose total export in the nine months ending with March, 1900, exceeds $1,000,000.

Exports of principal articles of domestic manufacture from the United States during nine months ending with March, 1898, 1899 and 1900:

Articles.	1898. Dollars.	1899. Dollars.	1900. Dollars.
Iron and steel	49,925,199	67,212,605	86,912,155
Mineral oil, refined	38,871,404	36,285,900	51,006,954
Copper & mfrs.	23,040,068	26,644,967	40,598,399
Leather & mfrs.	15,311,847	17,008,896	20,723,432
Cotton mfrs.	13,230,467	17,024,789	18,587,434
Agricultural implements	3,864,540	6,632,538	9,663,787
Chemicals, &c.	7,062,811	7,959,318	9,674,760
Wood & mfrs. of	6,596,315	7,017,936	7,859,416
Paraffine	4,609,043	5,050,573	6,874,653
Cycles	4,426,466	4,101,873	2,551,532
Paper & mfrs. of	4,098,756	3,985,495	4,385,461
Tobacco, mfrs. of	3,613,096	3,943,762	4,462,325
Scientific instruments	2,036,569	3,071,759	4,750,474
Fiber, mfrs. of	1,719,809	1,901,165	3,049,957
Books, maps, &c.	1,918,360	2,003,896	2,145,670
Spirits	1,079,337	1,735,113	1,329,932
Starch	862,465	1,685,068	1,949,933
India rubber mfrs.	1,289,853	1,256,393	1,726,364
Cars	1,193,215	1,376,975	2,595,125
Carriages	1,226,119	1,460,380	1,988,593
Malt liquors	424,992	1,289,327	1,482,747
Clocks and watches	1,264,903	1,392,896	1,434,702
Marble and stone	1,388,263	1,346,582	1,257,069
Musical instruments	1,042,194	1,310,808	1,497,671
Gunpowder	1,081,704	1,091,310	1,309,286
Glass and glassware	910,580	1,043,102	1,370,904
Soap	978,254	954,054	1,340,184
Paints	791,889	1,038,208	1,354,256
Brass	1,021,797	898,946	1,298,127

A tack points heavenward when it means most mischief. It has many human imitators.—*Tit-Bits.*

Questions Asked the Smithsonian.

One branch of work done by the Smithsonian Institution, Washington, is very little known, yet it is a very important one from the popular standpoint. This is the answering of questions from all over the United States, on every subject.

Fifty thousand letters are received a year, and none of them are neglected, if it is a question that can be answered. This is the only government which does such a thing.

Prof. Henry inaugurated the system in vogue some forty years ago. He was of the opinion that a well-informed man was a much better citizen than an ignorant one, and that it was his duty to impart information whenever requested, whenever such information was obtainable. Of course the questions are of a wonderful variety. For instance, when a New York *Sun* reporter called at the National Museum, he found Prof. Otis T. Mason engaged in finding a suitable name for a country seat for a lady in California. She wanted a name taken from some Indian language. This is only an example of the work done in this line, and sensible questions are always answered, even though they may seem trivial.

The Smithsonian Institution is of great benefit in the distribution of knowledge, its ramifications extending to all corners of the world. Scientists can send the results of their researches to the Smithsonian Institution in bulk, and they forward them to the persons whom they know to be especially interested in the book or pamphlet. This system of international exchange is, of course, extremely beneficial.—*Scientific American.*

New Electrical Power Plant.

F. E. Myers & Bro., Ashland, Ohio, have in contemplation the construction of an Electrical Wire Plant, made necessary by the rapid expansion of their present business beyond its greatest capacity. They have had plans prepared by the well-known firm of Benson & Potter, of Chicago, for one of the most extensive and complete electrical power plants in the country. These plans have been completed and submitted by Mr. Benson, who stands at the head of his profession. Upon their approval by the firm, bids were invited from the leading manufacturers in the line of goods wanted.

Representatives of nine houses have been here several days figuring on the plans, and this Wednesday morning the contract for the greater part of the work has been let. The Sprague Electrical Company, of New York, will furnish the electrical machinery. Worthington Co., of New York, the steam pumps, Aultman & Taylor Co., of Mansfield, the latest improved Babcock & Wilson boiler. The contract for the engine has not been let, but it will be a compound self-oiling machine, of the highest type of efficiency.

The contract for the building has not been let. The plant complete will be the best money can buy, quality and efficiency alone being considered in its construction. It will cost $25,000, and will be erected where Dr. Kinnaman's house now stands, its design being in harmony with the other buildings.

Paraguay just at present offers a fine market for agricultural machinery and implements, as the farmers are, with the help of the government, changing on a very large scale from their mainstay, cattle-raising, to agriculture, especially the raising of cereals. Steps are also to be taken to increase immigration. In order for our manufacturers to profit by this favorable situation, however, it will be necessary to dispatch well-trained commercial travelers, who have a knowledge of languages and business ability. It would be especially advantageous if the travelers were already on the spot with samples of machinery and implements before the arrival of the immigrants sent by the government, as the newcomers must immediately supply themselves with the necessary material.

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Elements of Success in Business Life.

In a sketch of the active business career of John J. Tower, of Tower & Lyon, which appeared recently in the columns of a contemporary, we find the following moral maxims, which none who knew the author can doubt formed the foundation stones to his own honorable position in the industry where for many years he has been a shining light and example. A few direct admonitions that, rightly followed, will aid any man to do right in the many emergencies of business life. These are:

"Be true. Do not think to win success by unfair advantage, tricks or chicanery. Character is the best possible possession. Character commands success—it will win. It is an eternal law of the Divine economy. A strong off-shore wind may hold back the tide for one flood, but the tide is sure to come in.

"Be diligent—industrious. Let every hour show honest effort, directed by interested thought and energy, and every hour shall in the end bring its fair compensation in results achieved.

"Be patient—content to win by steady, if slow, accretion. This is the law of healthy growth. Very few win fortune in a day or a year. A hastily-won fortune is a hasty fortune, generally. Things are worth what they cost. An estate gained at little cost has little worth.

"Be alert—on the watch—always. Careful observation is the best avenue for acquiring practical knowledge for daily use. Acquire proficiency in the habit of observation and nothing worth acquiring will escape.

"Be content. Dissatisfaction and unrest in one's calling are as unfavorable for success as is dyspepsia for good digestion. A high ambition is laudable, in fact, essential to fine manhood or success in any career, but it does not co-exist with fickleness or changeable purpose.

"Cultivate friendships, but aim high; and do not be over modest about it. The noblest characters (the largest men) find satisfaction in being of service to their fellows. Seek to know and associate with such men. Such friendships are priceless possessions. 'Who would have friends must show himself friendly.'

"Do not make your business the end of living, but the means to the highest end. No man can afford to wear out his years for anything below the largest possible attainments. To follow a business career merely for the pleasurable excitement of its strife and competition, or for greed of gain, is to hold one's face to the grindstone, condemned to a narrow outlook and unworthy ideals. For men of earnest purpose and high ambitions, who realize that what we have is no part of what we are, who are ambitious to achieve the most of which they are capable in largeness of practical culture, beneficence of far-reaching influence and nobility of ultimate personal character, there is no department of life better calculated to discipline and test fine manhood, or that affords larger opportunities for its exercise, than an active commercial career."

The Canadian Preferential Tariff No Obstacle to Our Commercial Progress.

The announcement of a further increase in the Canadian preferential tariff in favor of the United Kingdom as against the United States and other parts of the world gives special interest to some official figures of the imports of Canada from the United Kingdom and the United States, respectively, during a term of years, which have just been issued by the Canadian Government and received by the Treasury Bureau of Statistics. The Canadian tariff, it will be remembered, was in 1897 so adjusted that the duty on articles entering Canada from the United Kingdom was made, beginning with April, 1897, 12 1-2 per cent. less than the rates from other parts of the world. On July 1, 1898, this reduction in duty in favor of the United Kingdom was increased to 25 per cent., and now it is announced that on July 1, 1900, the reduction will be increased to 33 1-3 per cent., or in other words, that articles imported from the United Kingdom and certain of her colonies will only be required to pay two-thirds of the rates on articles imported from the United States and from other parts of the world.

Up to this time the preferential rates made in favor of imports from the United Kingdom have not apparently had the effect of materially increasing imports from that country or of at all reducing those from the other countries adversely affected by this reduction. The Canadian official figures show that the imports from the United Kingdom in the fiscal year 1896, the last year under the rate which was uniform for all parts of the world, were 31.1 per cent. of the total importations, while those from the United States formed 50.8 per cent. of the total importations. In 1899, under the full effect of the 25 per cent. reduction in favor of the United Kingdom, imports from that country formed only 24.8 per cent. of the total imports of Canada, while those from the United States formed 59.2 per cent., the proportion of the total which was taken from the United Kingdom having thus materially fallen under the new preferential tariff, while the proportion taken from the United States had materially increased. The London *Economist* of March 31, 1900, commenting upon this subject, says:

"In the imports into Canada from this country (United Kingdom) there was last year an increase, as compared with 1896, of £816,00 or 12 1-2 per cent., whereas in the imports from the United States the increase amounted to £6,985,000, or close upon 64 1-2 per cent. Thus, notwithstanding the preferential tariff, the increase in imports from this country (United Kingdom) has been very much less than in the imports from the United States. It is necessary, however, in considering these figures to remember that the imports (into Canada) from the United States consist largely of raw materials for manufacture, which enter free of duty. These are, of course, unaffected by the preferential tariff, and they naturally tend to grow with the industrial progress of the Dominion. And even as regards manufactured articles, the geographical proximity of the States, and the fact that the American manufacturers are more in touch with the requirements and predilections of the Canadians, operate as an offset to the preferential tariff, and have hitherto prevented it from operating so much to the advantage of the country as was expected. Whether the still more favored treatment it (Canada) has decided to accord us (United Kingdom) will alter the state of things materially remains to be seen, but past experience warns us not to be too sanguine in our anticipations."

The following table, taken from "Trade and Commerce, 1899," an official publication of the Canadian Government, shows the total imports into Canada, and the amount from the United Kingdom and the United States, respectively, in each year from 1880 to 1899, and the percentage which the imports from those countries formed of the total importations of the year. It will be observed that the imports from the United Kingdom which in 1880 formed 48.4 per cent., were in 1899 but 24.8 per cent. of the total, while those from the United States which in 1880 formed 40.3 per cent., were in 1899 59.2 per cent. of the total.

IMPORTS INTO CANADA.

Year.	Total Imports, Dollars.	Imports from U. K., Dollars.	Per cent.	Imports from U. S., Dollars.	Per cent.
1880	69,900,542	33,764,439	48.4	28,193,783	40.3
1881	90,488,389	42,885,142	47.4	36,338,701	40.1
1882	111,145,184	50,356,268	45.3	47,062,935	42.3
1883	121,861,496	51,679,762	42.4	55,147,243	45.2
1884	105,972,978	41,925,121	39.5	49,785,888	46.9
1885	99,755,775	40,031,448	40.1	45,576,510	42.9
1886	95,992,137	39,033,006	40.6	42,819,651	44.7
1887	105,107,210	44,741,350	42.6	44,795,908	42.7
1888	100,671,628	39,167,644	38.9	46,440,296	46.1
1889	109,098,196	42,251,189	38.5	50,029,419	46.1
1890	111,682,573	43,277,009	39.6	51,365,661	45.9
1891	111,533,954	42,018,943	37.7	52,033,477	46.7
1892	115,160,413	41,063,711	35.7	51,742,133	44.9
1893	115,170,830	42,529,340	36.9	52,339,796	45.4
1894	109,070,911	37,035,963	34.0	50,746,091	46.5
1895	100,675,891	31,059,332	30.8	50,179,004	50.0
1896	106,361,161	32,824,505	31.1	53,529,390	50.8
1897	106,617,827	29,401,188	27.6	57,023,342	53.5
1898	126,307,162	32,042,461	25.4	74,824,923	59.2
1899	149,346,459	36,931,328	24.8	88,467,178	59.2

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THE PARIS EXPOSITION.

HON. FERDINAND W. PECK, COMMISSIONER GENERAL FOR THE UNITED STATES TO THE PARIS EXPOSITION OF 1900.

Hon. Ferdinand W. Peck, Commissioner General to the Paris Exposition of 1900, was born in Chicago in 1848, in the old Peck homestead, which was located in what is now the very heart of Chicago. He received the education of his early youth in his native city, graduating from the high school in the class of 1865. He completed his education at the Chicago University, and is now a trustee of the University of Chicago, which succeeded the former institution.



HON. F. W. PECK, COMMISSIONER GENERAL PARIS EXPOSITION, 1900.

Since his early manhood, Mr. Peck has been an interested participant in the activities which have made Chicago the marvel of the age. Born and reared in the city, growing up amid the stirring scenes and stupendous developments which have characterized its progress and imbued with the subtle influences peculiar to the environment, Mr. Peck's alert and receptive faculties absorbed the problems varied and many sided of his surroundings, which richly equipped him for the splendid enterprises which are the result of his efforts, and haev contributed so greatly to the beauty and advancement of the city, and will always remain monuments to his courage and his genius. Chief among these is the wonderful Auditorium Building, which Mr. Peck conceived and carried to completion. It is owned by a corporation, of which he is and always has been President, and the building contains the largest and most attractive opera house in the world. He was for four years a prominent member of the Board of Education of Chicago, and Vice-President of that body. His close identification with many public enterprises, local in their character, has not prevented his active participation in others wider in their scope and more general in their character. The Columbian Exposition, of which he was Vice-President, had among its official management none more ready and active than he in promoting its success. He was a member of the Commission to Europe, sent by the Government in behalf of the Columbian Exposition in 1891. The movement which culminated in the erection here of a splendid monument over the graves of Confederate soldiers, likewise found in him the earliest and most earnest supporter in Chicago. In other ways he has been connected with the large commercial and public movements of Chicago, and he stands before the world and in the minds of the people in the Western metropolis as one of its most representative and public-spirited citizens.

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Mr. Peck is a man of wonderful energy and nothing within the range of human possibilities seems to daunt him when once he determines to act. He is exceedingly just and fair, with a charming personality. Democratic and sympathetic at heart, he abhors the idea of wealth as a distinction, and has been heard to say on many occasions that he respects infinitely more a man who attains position through merit than through riches alone.

He was not a candidate for the office of Commissioner-General, but was notified by President McKinley in July, 1898, that he had been selected for the position.

He has a happy family, consisting of a wife, four sons and two daughters.

Hon. B. D. Woodward, Assistant Commissioner-General of the United States Commission to the Paris Exposition of 1900, was appointed by President McKinley in August last, and confirmed by the United States Senate December 15, 1898. The appointment of Mr. Woodward to this important position has especial value to New York, as he is a resident of this city, and not only a graduate of Columbia University, but a Professor of Languages in that College. He is absent from Columbia University "on leave," and will not resume his professional duties there until after the close of the Paris Exposition in 1900.

Commissioner Woodward was born in 1868, and is, therefore, a young man, now about thirty-one years of age. He received his education, both in the United States and in France, and is one of the rare Americans who have obtained diplomas of Bachelor of Science and Bachelor of Letters at the University of Paris.

When he took his first degree at the Sorbonne he was only 17 years old, and his two diplomas for Letters and Philosophy were obtained in 1886 and 1891, when he was respectively 19 and 23 years of age. It was Commissioner Woodward who was instrumental in inducing M. Brunetiere to accept the invitation of several American universities to give a series of lectures in the United States.

Being an accomplished linguist and a master of the French language, Mr. Woodward will undoubtedly be of great service to this country at the coming great Universal Exposition.

The nomination of Mr. Woodward by President McKinley as Assistant Commissioner-General to the Paris Exposition has met with general approval. Commissioner Woodward has charge of the offices and affairs of the United States Commission in Paris.

♣

Americans especially will be proud of their country's display at this world's fair, in Paris, for the United States stands second only to France in number of exhibitors, which treble those of any foreign country. The following is a table of exhibitors; which speaks eloquently of American enterprise:



HON. B. D. WOODWARD, ASSISTANT COMMISSIONER GENERAL PARIS EXPOSITION, 1900.

France	30,000
United States	6,564
Belgium	2,500
Germany	2,000
Italy	2,000
Russia	1,500
Scandinavia	1,400
Austria	1,000
Great Britain	600
British colonies	600

♣

"He says his wife learned to sing in Paris."

"That may be. She certainly can't sing in Philadelphia."
—*Philadelphia Bulletin.*

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ITEMS OF INTEREST FROM EVERYWHERE.

Freight traffic on the Lake Shore for the year 1899 was the largest in the history of the company.

Germany has 36 fewer bicycle factories than it had last year, and only a few of the largest establishments are making money.

Thirty-one American locomotives are ready for shipment from Philadelphia to China, with 200 tons of steel rails for Japan.

A contract made over the telephone is legal and binding, according to a decision recently rendered in a Pennsylvania lawsuit.

Among the Oriental languages the Arabic is the most copious, its vocabulary being even richer than that of the English language.

Literary Life says concerning modern dictionaries: English contains 260,000 words, German 80,000, Italian 35,000, French, 30,000 and Spanish 20,000.

Moscow has the largest hospital in Europe, with 7000 beds. There are 96 physicians and 900 nurses, and about 15,000 patients are taken care of every year.

Saddles with wire seats are by no means new, but a Birmingham concern which advertises one made of the "best German silver wire" is certainly ahead of its predecessors.

In his state clothes, including the crown, the Sultan of Johore, wears diamonds worth 2,400,000 pounds. His collar, his epaulets, his girdle and his cuffs sparkle with precious stones.

A remarkable trip of an ice breaking steamer on Lake Baikai, Siberia, is recorded as having been made February 10. The distnce of 80 miles through ice 31 inches thick was made in 12 hours.

A table prepared by the Indiana Bureau of Statistics shows that the average annual earnings of journeymen in that State in 1899 were $577.72, daily average, on a basis of 312 working days, of $1.86.

The Englishman possesses an amount of wealth on an average of $1,480, the Dutchman $720, the Belgian and German $780, the Austrian and Italian $500, the Russian $300. The Frenchman possesses $1300.

According to the American Iron & Steel Association, the production of iron and steel wire rods in this country in 1899 was 1,099,376 gross tons, against 1,071,683 tons in 1898 and 970,736 tons in 1897, showing an increase last year of 27,693 tons.

There are not many even of the remotest regions of the world where American bicycles do not penetrate. Here is the Arcade File Works, of Anderson, Ind., making shipments in one week to Constantinople and Tokio, Japan; while agencies have been established in Australia and Egypt.

The rails on the railroads of India have been gradually increased in weight. Those used on the Indian Southern Railway now weigh 75 pounds and those of the East Indian Railway 85 pounds. The length of the rails has been increased from 24 to 30 feet, and on one railway 40 feet.

The United States will stand at the head of the coal producing countries of the world at the end of the current year if the estimated output of this year is realized. In the past 30 years Great Britain has not doubled her output, while that of the United States has increased almost seven fold in this time.

The American Commercial Sign Co. has been formed to take charge of the sign business of different breweries throughout the city. The company proposes to manage that particular department of breweries and distilleries by consolidation, thus effecting numerous economies. The capital is $35,000.

The Automobile Club of France some months ago appointed a committee to ascertain who was the real inventor of the automobile. The committee reports that M. Lenoir, who, on January 24, 1860, took out a patent for a motor, operated by the explosion of gas, is entitled to the honor. Lenoir, who is still alive and aged 78 years, was discovered in an obscure village. The Automobile Club is organizing a big fete in his honor, and will present to him a gold medal.

Bicycle retailers in India differ somewhat from retailers in this country. Bicycles, like everything else in India, are sold in booths at bazaars. The want of space and the absence of the speculative instinct that causes a retailer in this country to stock up a store with several hundred wheels, compels the Indian bicycle dealer to carry only two or three wheels in stock. Every morning the wholesaler makes the rounds of all the bicycle dealers in his town and takes orders for the wheels that the retailer will need during the day.

The rainless region of Peru is in five degrees south latitude, near the city of Payta and on the coast. It did rain for 24 hours in February, 1899, but this was the first rainfall in eight years, and the average duration between showers is seven years. Fogs are quite frequent, and the flora is poor, seven out of nine plants found being annuals. The seeds of the latter sometimes remain in the ground for seven years before germinating. The Peruvian cotton grows, as with its long roots it can go without water for seven years. It furnishes abundant and profitable crops and supports the people.

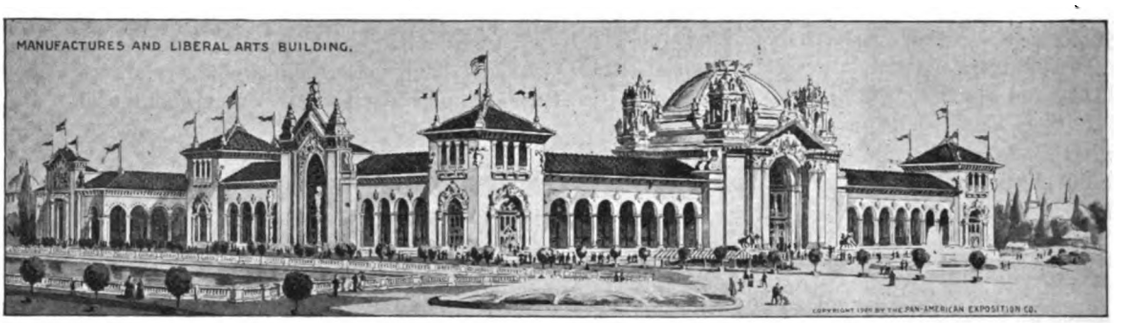
One of the novel features to be conspicuous in the operation of the Northern Pacific's new trains to the Pacific Coast, is a recent invention of a marvellous character, and will be placed in the cab of the locomotive hauling a train. It records every act of the engineer as to signaling with whistle or bell, and the minute and hour that they were performed; also the speed maintained at every minute, hour and day; the exact time that a train breaks in two, if such an accident occurs; the arrival, delay and departure from stations; how much time is occupied in switching at stations; how close any two freight trains follow one another; just when and where a train is flagged; every movement of brakes, with the time and place that they are applied and released, with the location at which a locomotive is at any minute in the week and the name of the engineer. The name of this device is the chronograph. It is being tested on the New York Central, and is designed to save railroad companies thousand of dollars in suits for damages by controverting statements as to the diligence of engineers and train crews in preventing accidents at crossings and in other ways.

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THE PAN AMERICAN EXPOSITION, 1901

MANUFACTURES AND LIBERAL ARTS BUILDING FOR THE PAN-AMERICAN EXPOSITION.

The building to be devoted to Manufactures and Liberal Arts at the Pan-American Exposition in Buffalo next year is of the same general proportions as the Machinery and Transportation Building. These two splendid structures face each other across the Court of the Fountains, and are the largest buildings of the Exposition, each covering more than four acres. The western frontage of the Manufactures and Liberal Arts building, on the Court of the Fountains, is 350 feet, and on the Mall, at the north, it is 500 feet. The Agricultural Building is its nearest neighbor at the north, while on the east side is the Grand Canal, and beyond it the Live Stock displays. A bridge spans the Canal at the eastern entrance. On the south, one of the beautiful subordinate Courts, with fountains and floral displays, shrubs, lawns and other decorations, separates it from the Ethnology and Government buildings.



MANUFACTURES AND LIBERAL ARTS BUILDING.

An important feature of the work is a spacious central Court, 134 x 176 feet, containing a large pool where a fountain imparts an expression of life to the scene. About the pool are winding paths, richly bordered with flowers, plants and shrubbery, with here and there comfortable settees to invite the visitors to rest. Four broad aisles will lead from the four main entrances of the big building direct to the Court, where the fountain will form the central attraction and which may be seen from the several distant points.

The exterior of the building is strikingly graceful and beautiful. The style is a free treatment of the Spanish Renaissance with high vaulted loggias on all sides connecting corner pavilions with the four main entrances. A conspicuous and highly ornamental feature of the building is a high dome, flanked by four square open towers, over the southern or main entrance. The entrance, which is approached by broad steps between large groups of statuary, is a high arch with two tall columns on each side. Above the arch, elaborate high relief work enriches the broad gable. Statuary, symbolizing the various arts and industries, are placed in niches and at the angles of the several open towers above the entrance. All the entrances are of beautiful design and the broad, ornamental cornices, fancy flag standards and finials enhance the attractiveness of the general aspect. Color will be much used to give a certain air of gaiety to the dignified edifice.

The towers of the building may be reached by open spiral staircases. The dome is 70 feet in diameter, and the galleries which encircle it are so arranged that one may have a good view of the crowd and the general interior. The dome is larger in diameter by six feet than Santa Marie de la Salute, Venice, and contains a whispering gallery equal to St. Paul's in London. The ceiling is decorated with colors. The spiral staircase is 17 feet in diameter, like the stairs in the tower of St. Mark's, Venice, up which Napoleon rode his horse, or those in St. Peter's, Rome, by which you ascend to the dome and balcony.

The building is lighted from the windows in the loggia and around the inner Court, and from skylights. The exterior of the buildings will be of staff with metal tile roofs. The architects are Shepley, Rutan & Coolidge, of Boston.

THE ELECTRIC TOWER.

The dignified and stately beauty of the great Electric Tower, which will form the conspicuous center-piece of the Pan-American Exposition at Buffalo next year, will command the rapt admiration of every visitor. The genius of the architect has been taxed to preserve lines and elements of beauty in a work of such tall proportions, but the problem has been well mastered.

The height of the tower is 348 feet above the surface of the broad basin in which it stands. Its position is between the Court of the Fountains and the Plaza, on the north side of the Mall. It looks down upon the Agricultural Building at the east, and the Electricity Building on the west. The Tower proper is flanked on the east and west by long curved colonnades, which sweep to the southward and terminate in airy pavilions, forming a semi-circular space 200 feet across. Within this space and in a high niche in the main body of the Tower are cascades, while all about the basin are leaping jets and countless playful figures, each with its spurt of water, combining to make a brilliant water scene. At the center of the niche is a tall geyser fountain, whose waters find their way from the high basin within the niche over successive ledges and among a multitude of vases to the level of the pool.

The main body of the Tower is eighty feet square. From the surface of the water to the top of the colonnades is seventy-five feet. This portion of the structure is enriched by a system of decorative rusticated bands, which give an aspect of great solidity to the base. The shaft of the Tower is treated with great simplicity. The center of each side is paneled with fantastically perforated work, through which is indistinctly revealed the massive framework of the Tower. This feature is calculated to produce a remarkable effect when lighted from within, as it is the intention to do. The main shaft of the Tower terminates in an elaborate entablature at the height of 200 feet. The crown of the Tower rests upon this entablature, and is composed of three stories of diminishing proportions and varying design. The lower of these stories is an arcaded loggia, rich in ornamentation

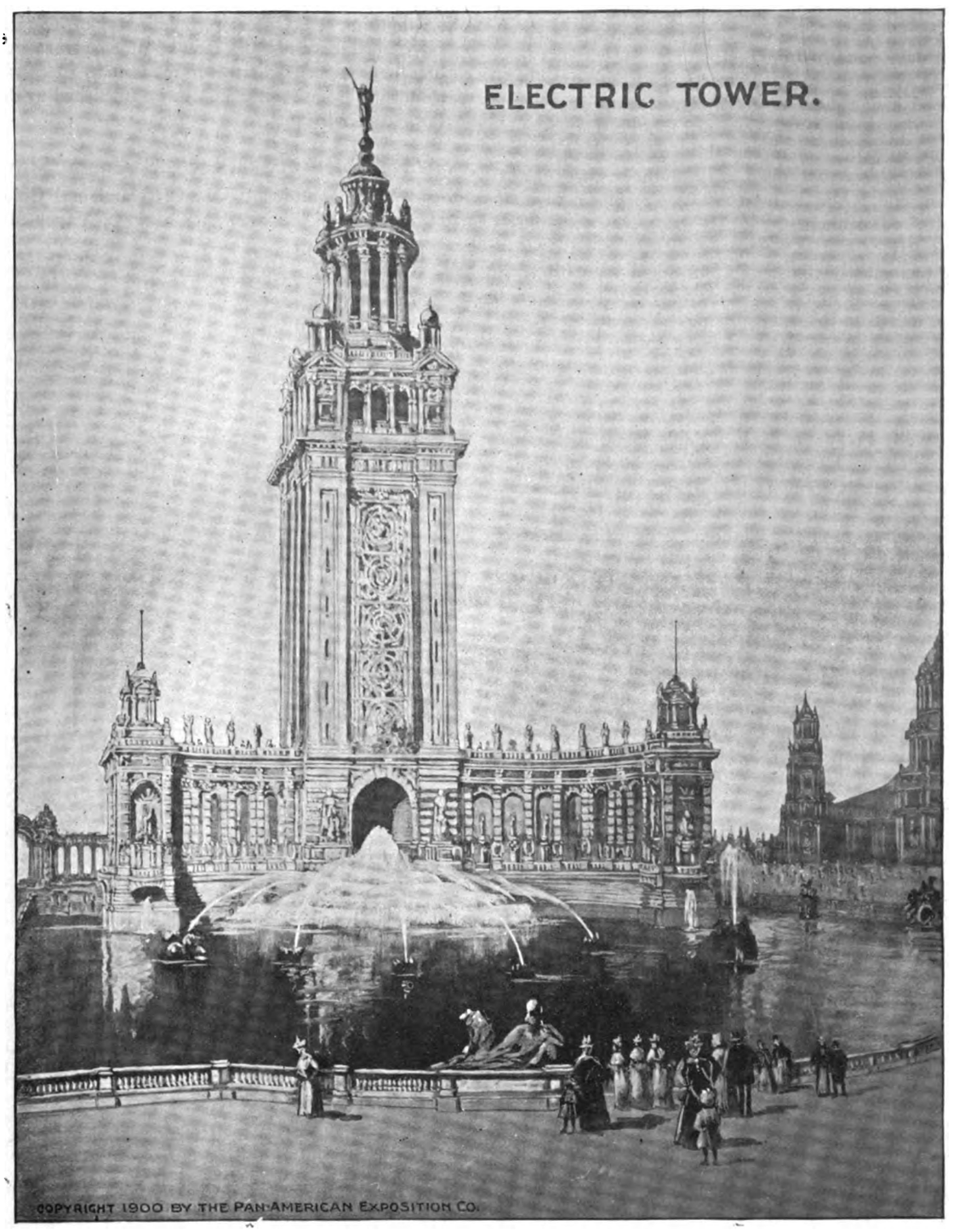
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and having the wall surfaces brilliantly colored. Pavilionettes at the corners terminate in light fantastic cupolas. The second stage, or lantern of the Tower crown, is in the form of a high, circular colonnade, entirely open, so as to allow the effect of the sky to be seen between the columns. A spiral staircase within the colonnade leads to the last stage of the Tower, the cupola, over whose soaring dome is poised the superb figure of Electricity herself, thus dominating the entire Exposition, which owes so much to her generously exerted power.

From the water to the feet of the figure of Electricity is a vertical distance of 331 feet. The figure is seventeen feet in height.

The entrance to the Tower is across an ornamented bridge from the Plaza, on the north side. Elevators will carry passengers to the various floors, which will be devoted to different purposes of the Exposition, such as reception rooms, offices, restaurants, belvederes and amusement halls. A large restaurant, at a height of 200 feet, will give the diner a broad and beautiful view of the Exposition and the surrounding landscape. From the cupola the eye can sweep the whole Niagara frontier, and look far into Canada, beyond the majestic river that separates that country from the States.

Sculpture plays an important part in the decoration of the Tower. Two magnificent monumental groups of statuary flank each of the four sides of the base. Above the water niche in the southern face of the Tower is a magnificent escutcheon, representing the arms and seal of the United States. In the spandrels of the arch above the niche are sculptures in high relief. The pavilions and wings are also richly decorated with sculptures and other architectural devices. The entire exterior of the Tower will be studded with myriads of electric lights, so arranged that a great variety of effects can be secured. The use of electric lights in combination with the sparkling fountains and cascades will produce scenes of fantastic beauty.



ELECTRIC TOWER, PAN AMERICAN EXPOSITION.

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How it Feels to be Blown Up.

A miner in England, who was blown up while blasting a rock, describes his sensation thus:

"You see, it's so sudden. It's over just about the time you begin to understand that something is happening. You know, I had the satchel in my hand, and put it down. Then I got afraid of it. All at once everything was light. I don't think I saw the flash. Anyway, my face was not exactly towards the explosion. But then everything was light, lighter than day—kind of blinding.

"There was an awful crash. It was just at the same time. I was terrified and wanted to get away. It was just as if I was having the nightmare. Somehow, though, I knew just what the matter was. A man can think faster than he has any idea of. I knew that some of the others were nearer the explosion, and I said to myself, 'They're blown to bits, that's certain.' You understand, this was all in a second—all at once, really.

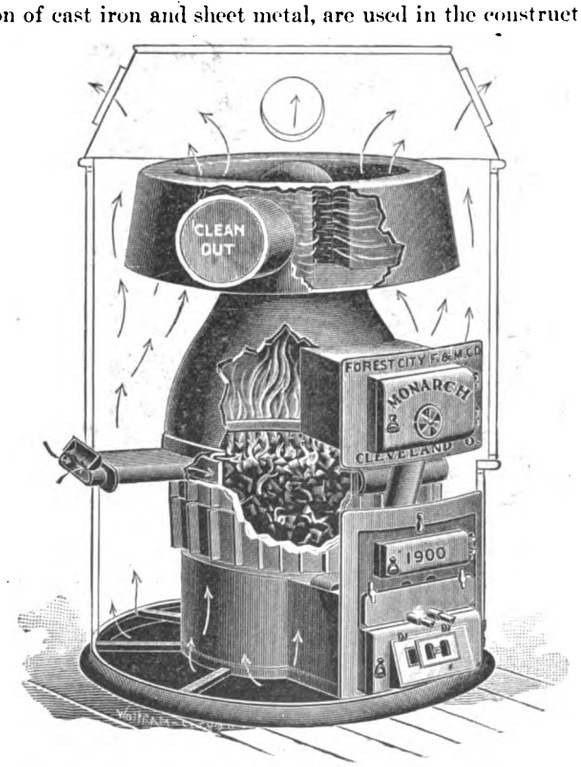
"Then it was exactly the same as if I had been hit with a stick. I thought it was a big stick, bigger than any man could swing, and that it must be worked by machinery. It hit me on the head and all over. I went sailing into the air a long, long way. My ears roared, and the wind blew into my face.

"I knew when I struck the ground, for I remember saying to myself, 'Well, I'm done for.' I don't know just when I lost my right senses or when they came back, but when they did come back it seemed queer that I was there still. I thought I had been thrown somewhere else. I could feel fire burning me. It was my clothes. They were smoking and almost blazing.

"I was bruised all over, and could not hear very well. My voice sounded as though somebody else were talking. That's all I can tell you about it."

The "Monarch" Furnace.

The Forest City Foundry & Mfg. Co., Cleveland, Ohio, are manufacturers of the "Monarch" furnace, all cast iron and with top return flue, an illustration of which we give in this column. No steel or sheet iron parts, or joints of a combination of cast iron and sheet metal, are used in the construction



of this furnace. The manufacturers adopted this method of construction when the "Monarch" furnace was first made, and it is at the present time a standard universally recognized, possessing no untried features. After adopting this type of construction, the next thought of the manufacturers was to make it heavy and with good, safe joints, having all the minor parts made as nearly perfect as possible. After four years' experience on the market the improvements that have been adopted during that time have been successful in every respect, so that to-day they feel they are fully equipped for all the conditions of an architect. It is marketed with the idea of being extremely moderate in price without the necessity of using anything of an inferior grade in any of its parts. Catalogues describing fully the method of construction and the various improvements that have made it so successful in its distribution through the trade will be furnished by the manufacturers upon request.

"Reliable" and "Process" Vapor Stoves.

Schneider & Trenkamp Co., Cleveland and Chicago, are manufacturers of the "Reliable" line of Vapor Stoves and



FIG. 1.—SINGLE GENERATOR VAPOR CABINET No. 18.

Ranges and Blue Flame Oil Cooks, which were mentioned in a review of their catalogue given in our issue of April 10. We illustrate herewith two of their leading styles, the first of which, Fig. 1, is their No. 18 Single Generator Vapor Cabinet, which is made with swing doors, has oven and broiler complete, and is extremely ornamental, with a nickel band around the top. In its construction it is made so that it generates for each burner through separate channels, and the failure of any one burner does not interfere in the least with the perfect running of balance of stove. Being provided with separate generating channels, the shutting off of any burner lessens proportionately the generating capacity of the generator, and the proportionate wasting of kerosene. The generator burner is cast solid and then drilled in order to avoid the danger of the presence of sand, which frequently causes trouble in a

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cored generator. In Fig. 2 an illustration is given of their "Process" No. 8 vapor stove, which is recommended as being a desirable stove where the step attachment is not required.



FIG. 2.—PROCESS VAPOR STOVE No. 8

This line of stoves has included in its construction all the special improvements of the higher priced goods, including German silver needle points, making them practically incorrodible. The manufacturers report having established a large and popular sale for these goods, and excellent catalogues covering the entire line may be had upon request.

The Automobile of the Future.

It is time for some real artist to make a design that shall embody together with grace and beauty of line all of the conveniences that the horseless structure is capable of, and not in any degree suggest the ancient hippomobile as its predecessor. Among many of the conveniences which are possible in the new style the following may be mentioned as typical: Access by a door in front of the machine, instead of by the inconvenient side doors now in vogue, and necessitated by the fact that the horse is in front of the ordinary vehicle; lower steps and bodies, made possible by the smaller wheels which can be used with the automobile to the great convenience of the feminine half of the population; open fronts of clear glass for enclosed types of vehicles, so that the occupant can look directly ahead at the street and the passing scene without having to crane his neck sideways, as in the common cab on the street to-day. These are merely a few of the many great improvements looking to the comfort of the occupant that could be secured by abolishing once and for all any semblance in the electromobile to the design in vogue for horse vehicles.

Still, we are creatures of custom and convention. It took a mighty effort to rid the steam railway car of its semblance to the stage-coach of former days. Men still go around with buttons on the back of their coats to fasten up their skirts while riding, and they wear buttons on their sleeves to fasten back their cuffs while defending themselves with the sword, although horseback riding as a means of transit and sword play as a means of defense have disappeared from the face of the earth.—*Electrical Review.*

A Lecture on Glue by an Expert.

Glue greets you in your cradle, and bids you adieu in your coffin. I don't suppose a tenth of the people stop to think how variously glue serves them. It's in their hats and shoes, their carpets and furniture, their pencils, paper, pastry, confectionery and medicine, on their walls, in the stiffening of their apparel, and practically in or on some dozen of more articles with which they have daily dealings. Sixty million pounds of it are used a year, the cheapest at 9 cents, and the dearest, which is used in pharmacy and the confectionery trade, about 90 cents. Glue stock is very hard to get now, owing to a change in the practice of tanners since leather went up. Formerly they trimmed off the best hides about square, giving the glue manufacturers the entire coverings of legs, tail and head; but now they sacrifice only small pieces about the eyes and a little of the head. The result has been an advance since 1893 from $7.50 to $35 a ton for the wet glue stock, which caused an advance of about 50 per cent. in the manufactured article. The centre for manufacture of low-grade glue is Chicago, and for high-grade, Peabody, Mass. In the industries it is used almost universally. Alcohol, turpentine and coal-oil barrels have to be sized with it, and wooden boxes for merchandise, made of small pieces, are joined with it; while, of course it is used throughout the furniture trade. Only newspaper printing paper is made without some glue, and any paper that is to be written on with ink or present a smooth finish has to be treated with it at some stage in the manufacture.—*New Orleans Times-Democrat.*

What is said to be the most oddly decorated room in the world is the work of William Perkins, a Chicago man, who has utilized samples of wall paper in beautifying his smoking den. As described, there are over 3,000 scraps of paper on the walls and ceilings, which sounds as if the effect might be like a crazy patch pieced by a maniac. But each piece is cut with mathematical precision and the design is carried out so artistically in light and dark shades that the result is said to be exquisite as a mosaic. The piece de resistance is a superb eight-pointed star of gorgeous colors in the centre of the ceiling, while an elaborate border adds to the rich Orientalism of the apartment. The cost of this wonderful room was nothing, except weeks of labor, which taxed the strength and patience of the artist, for it was neck-breaking work, particularly on the ceiling, where the variation of a hair disturbed the general design. The paper was given a couple of coats of varnish and is good for 100 years.

The Willoughby Fork and Implement Co., of Willoughby, Ohio, expect to have the machinery all installed in their new plant before the end of this month. They have experienced the usual amount of trouble in getting their machinery delivered, but now have nearly all of it on the ground.

The new factory is located midway between the tracks of the L. S. and M. S. and "Nickle Plate" R.Rs., which at this point run about 600 feet apart, thus giving them excellent shipping facilities. The main building is a two-story brick, 50x150 feet, and is well arranged for the class of work for which it is intended. At the outset this firm will make a specialty of coal and coke forks, for which line of goods they have some new ideas which promise to make them very acceptable to the trade. Later they intend to manufacture a full line of forks for all purposes.

"Thurston Tompkins says he is in poverty through no fault of his own."

"How does he make that out?"

"Why, he says he was born with expensive tastes, but without sense enough to earn the money to keep up with them."—*Indianapolis Journal.*

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Advertisers' Corner.

"Wear our pants!" exclaims a Brockton advertiser. Well, suppose we should, what would you wander around in?—*Plymouth Free Press.*

I know many firms, and individuals, who regard their advertising expenditures as money thrown away and, in hundreds of cases, they are right, but they have but themselves to blame.—*Machinery Advertising.*

"I don't see why you object to have your wife buy at department stores."

"You see, she does nothing but tell me about the bargains she gets; she won't talk of anything else."—*Ex.*

Some men simply put their money into any old kind of advertising and trust to luck for the rest. That's gambling. Others make a reasonable appropriation and then buy the kind of advertising best suited to their needs. That's business.—*Profitable Advertising.*

Friend—Why do you have such misspelled and ungrammatical signs in your front windows?

Sharp Tradesman—People think I'm a dunce and come in to swindle me. Trade's just booming.—*New York Weekly.*

Don't lean on anybody if you expect to accomplish anything in advertising. Get all the ideas you can from other people, but when it comes to running your business you've got to paddle your own canoe or you'll do no good.—*Penny Advertiser.*

Simpell—Funny thing about women. They often read the last page of a newspaper first.

Duplex—You see the big ads. are usually on the last page of a newspaper.

Foreman—What shall we do with the appendix to this piece?

Editor—Cut it out.—*Yale Record.*

The space is valuable according to what you put in it. Blank space won't sell bicycles. Space filled with a meaningless jumble of words might as well be blank. The more clearly, concisely, convincingly your story is told the more valuable you make your space. What you say in it makes it worth less or more than you pay for it.—*The Wheel.*

Matches are goods of common and extensive consumption, and yet they are seldom advertised in this country direct to the consumer. Here again, in a little thing, the Englishman takes the lead. Bryant & May, the well-known British matchmakers, are among the biggest general advertisers in Her Majesty's dominions, and have been so for years. Magazines, newspapers, painted signs and posters have all helped to make the firm name familiar throughout Great Britain.—*Exchange.*

When you have something to say, say it and be done. Force is either compressed or lost in words. The fewer words the more force, as a rule. Same way with ads. Don't say too much. Get at the essential points of your goods—those points that will attract interest. Then study the briefest possible expression for them. Sometimes you can express whole volumes in a picture. Use a picture. Perhaps a few terse sentences will tell the whole story. Set them in white space where they will be seen. Successful advertising is frequently the result of knowing what should remain unsaid. A good thing will get out and make friends, if it is properly introduced. No verbosity or bluster is needed.—*Advertising Experience.*

"Don't make the mistake of weighing advertising by what it costs.

"It is impossible to pay too much for advertising—if it pays.

"Nothing is cheaper than costly advertising that brings big, profitable returns.

"Nothing is more expensive than 'cheap' advertising that brings no results.

"If a newspaper charges you fifty cents a line, and every line brings you a dollar profit, you've got a regular Klondyke.

"If a newspaper charges you fifty cents a square foot, and you never hear from it, you are pouring money into a rat hole.

"Advertising is merchandise.

"Buy the kind you can make a profit on, no matter what it costs.

"Have nothing to do with the unprofitable kind, no matter how low the price is."

A good supplement is a scriptural quotation, which Solomon ought to have written: "If ye know these things, happy are ye if ye do them."—*Monetary Times.*

I never heard of a man who advertised thoroughly, carefully, persistently and regularly for a whole year that was not afterwards an advocate of advertising.

Advertise just as you eat—regularly and in a reasonable quantity. You don't wait until you are starved before you eat, but you go to your meals at a set time every day. One meal right after the other, year after year, makes you grow fat and keep well.

Advertise just as you drive a nail. Not one big blow and then stop forever, but with reasonable blows, one following the other. Even if your one blow is hard enough to drive the nail home, it is likely to go crooked or slip the plank and spoil your job.

Advertise just as the farmer plants corn—not a big sackful at one time, in one place and then stop; but a few grains at a time in regular order and in regular time.

In other words, advertise with business sense, just as you would do anything else. Keep at it week after week, month after month, and success will surely come by and by.—CHAS. F. JONES.

Put down the fleeting "good things" which occur to you as furnishing the basis of a good advertisement; or a catchy head-line; or a good design for "display;" or a happy phrase, which can be "worked in;" memorandum of special rates offered you for extra space or for an extended period; samples of good advertisements of your competitor, or as shown in the trade papers, or of other lines of business in the daily newspapers; suggestions made by essayists on the theory of advertising; and so on, through the whole range of this large subject.—*Keystone.*

Quite often an advertisement in one paper increases the pulling qualities of the same advertisement in another paper, because its re-reading revives and strengthens the impression previously made on the reader's mind; however, through the using of different numbers to key advertisements, an advertisement in one paper may weaken the force of the same advertisement in another paper. A person reads an advertisement in a certain paper. The advertisement convinces him that the article advertised is a pretty good thing and he makes up his mind to buy it at *some future time.* He makes a mental note of the address, "Box 100." A week or so passes. He reads the same advertisement in another paper and notes that the address in this paper is given as "Box 200." Not understanding the reason for this discrepancy, quite naturally he thinks that the advertiser is fishing for suckers, and as a consequence, the good effects produced by reading the advertisement in the first paper are entirely destroyed. To have made effective advertising, this discrepancy needed to be explained, and whatever in advertising needs to be, and is not explained, will nine times out of ten be wrongly interpreted.—TAYLOR Z. RICHEY.

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RECENT TRADE PUBLICATIONS.

THE SIMMONS HARDWARE CO. St. Louis, Mo. Buyers' "Want Book," which is issued by this concern in addition to their large number of catalogues, prepared so that the daily wants of the buyer may be entered in their proper place to be attended to later. Every page of this handy book calls attention to some one of their several specialties, arranged in accordance with the season for which they may be required to serve as a reminder to the ordering man that these goods are kept by the concern that furnishes the book. They state in getting up this book they have followed the suggestions of a number of their customers, all practical Hardwaremen, as to form and contents, and without making it expensive or elaborate; they have also avoided filling a large part of the pages with advertisements, their principal intention being to have their representatives on the road received by the buyer with several pages of the necessary wants on which to found an order. A few pages at the end give the items of information connected with standard goods, such as nails, rope, wire, nuts, washers, bolts, etc. From the same company we have received a "Spring Goods catalogue," laid out to apply in their mail order department, and which is mailed generally throughout their territory to those apt to require the goods that are illustrated in its pages. They state: "The object of this catalogue is to group together those items that we carry in stock, that can be called Spring goods." This is not a very extravagant or expensive catalogue, but one that will be used around the store without any care being necessarily taken for its preservation.

ASHCROFT MFG. CO., Nos. 85-89 Liberty Street, New York, Catalogue covering their large line of manufactures, which includes the Ashcroft gauges, the Edson recording and alarm gauge, the Keyser automatic gauge, the Moscrop speed recorder, the Tabor steam engine indicator, and other specialties manufactured by this well-known concern. This is a cloth bound volume of 170 pages printed on good paper and well illustrated. Included in its contents, besides the gauges above enumerated, will be found pyrometers, revolution counters, marine clocks, vacuum gauges, rotary oil pumps, stocks and dies, and a large number of machinists' appliances that form the daily wants of the up-to-date engineer and machinist.

H. W. LUETKEMEYER & SONS, Cleveland, Ohio. Large size pamphlet catalogue, 100 pages, well illustrated, covering a line of Saddlery Hardware handled by this concern, and including in its contents almost everything in the Hardware line that could come under this head, including buckles and bits of every description, terrets and bolt hooks in large variety, gig and coupe trees, pad screws, cock-eyes, heel chains, wood and iron hames, horse collars, etc. Included in its contents will be found harnessmakers' tools of every description, needles and awl blades, horse blankets, whips, carriage trimmings, etc. This is a very complete and desirable catalogue to those in the Hardware trade handling any of these goods, as everything is fully illustrated and easily understood.

CUTTER, WOOD & STEVENS CO., Boston, Mass. Pamphlet catalogue, comprising 350 pages, including in its contents machinery for emery grinding, polishing and buffing; emery wheels, polishing and buffing wheels, emery, emery cloth, emery belts, polishing and buffing material, plating dynamos, volt meters, electroplaters' outfits, supplies and chemicals; shafting, hangers, pulleys and belting. It also includes a large line of machinists' and mechanics' tools and supplies, together with foundry equipments and supplies. This is a very handsomely printed catalogue on excellent paper, finely illustrated throughout, and remarkably complete in the lines above mentioned, and a very desirable one for the trade to possess.

PHILADELPHIA COMMERCIAL MUSEUM, No. 233 South Fourth Street, Philadelphia, Pa. A 32-page pamphlet has been issued by them, containing conversion tables of weights and measures and foreign moneys. The pamphlet represents a considerable amount of labor devoted to compiling the methods of converting foreign commercial units into those used by the United States, and vice versa. The pamphlet is published for free distribution among American manufacturers in furtherance of the work laid out by this institution, which is solely that of fostering American export trade. The Museum state that they realize that one of the first difficulties that confronts the American merchant in entering into trade with foreign countries is the diversity of weights and measures used by them. This pamphlet is intended to make a better acquaintance with them in comparison with the weights and measures of our own country, in order to make commercial transactions more readily accomplished, especially as the metric system is now used practically by the entire civilized world except Great Britain, Russia and the United States. On this account it occurred to the Museum that the pamphlet will be found extremely useful.

CHAMPION EVAPORATOR CO., Hudson, Ohio. Pamphlet catalogue of 24 pages, illustrating and describing the Champion Evaporator in regular and siphon patterns for maple, sorghum and fruit jellies. A complete description is given of these valuable appliances for the purpose named, and those interested in the industry will find it well worth preserving.

SHEFFIELD CAR CO., Three Rivers, Mich., Fairbanks, Morse & Co., Chicago, general sales agents. Pamphlet catalogue of 100 pages, a number of loose pages inserted, embodying recent additions, and covering a line of dumping cars, electric motor trucks, hand cars for section work, etc.; logging cars, push and plantation cars, shop trucks and transfer cars. Included in its contents is a line of velocipede cars of various sizes used for inspection purposes. There are but few concerns manufacturing this line of goods, which makes this catalogue a desirable one to write for by parties interested in the distribution of goods of this character.

ERICSSON TELEPHONE CO., No. 296 Broadway, New York. A leaflet of eight pages, comprising Part III of Vol. I of the Ericsson Series, which is a series of publications containing important telephone information, issued in parts at regular intervals in a convenient form for reference and future use. As these goods are stated to be rapidly becoming introduced throughout the trade, the information contained in these several booklets makes it well worth sending for in connection with the distribution of electrical supplies.

BRIDGEPORT GUN IMPLEMENT CO., Nos. 313-315 Broadway, New York. Pamphlet catalogue of golf goods, including in its large variety of goods named, balls, caddie bags, course supplies and general golf supplies. This is finely printed on coated paper, attractively illustrated, showing a number of clubhouses throughout the country, and positions of play, all well illustrated by excellent half-tones. The pamphlet contains revised elementary instruction to beginners, and is altogether extremely useful in connection with the sale of these goods by the retail trade.

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NEW GOODS AND SPECIALTIES.

Extension Rink Roller Skates.

The Union Hardware Co., Torrington, Conn., represented in New York by Tower & Lyon, No. 95 Chambers Street, have just issued a small catalogue covering their new patterns of roller skates. These are an addition to their former popular patterns, and we illustrate herewith two of the styles referred to in this catalogue. They include in their construction all the latest improvements in material, designs and ideas that have made this skate so popular on the market. The tops, trucks, clamps and stampings are made of the best cold-rolled Swedish steel, insuring their fine appearance, and increasing their strength. The trucks are oscillating with best rubber cushions, and are enabled to turn in a three-foot circle. Fig. 1 shows the All-Clamp Extension Skate with plain bearings, and Fig. 2 shows the Half Clamp Extension Skate with ball bearings. These skates can be made to fit any shoe as small as 8 1-2 inches long and up to 11 1-2 inches for the all-clamp, Fig. 1, and 10 1-2 inches for the half clamp, Fig. 2. The adjustment is easily made and the parts are firmly held. The tops, trucks, clamps and stampings are made of the best cold-rolled Swedish steel. The rolls are made of Hemacite, a very hard and rough composition, black in color. The style seen in Fig. 1 is made in No. 9 bright finish, No. 9 1-2 nickel finish, and in Fig. 2, in No. 7 nickeled and No. 7 1-2 full polished and nickeled. In Fig. 2 is shown the roller skate for girls and ladies. The straps are russet grain leather, with nickeled buckles and trimmings. No. 10 is bright finish, No. 10 1-2 nickeled, both with plain bearings, as in Fig. 1. No. 8 is nickeled and No. 8 1-2 full polished and nickeled, both with ball bearings, as in Fig. 2. When renewing the rolls of the ball bearings skates the entire bearing is transferred bodily to the new roll.

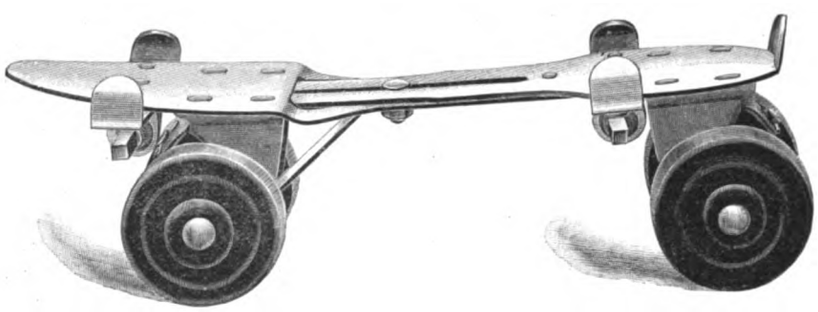


FIG. 1.—ALL CLAMP EXTENSION RINK ROLLER SKATE.

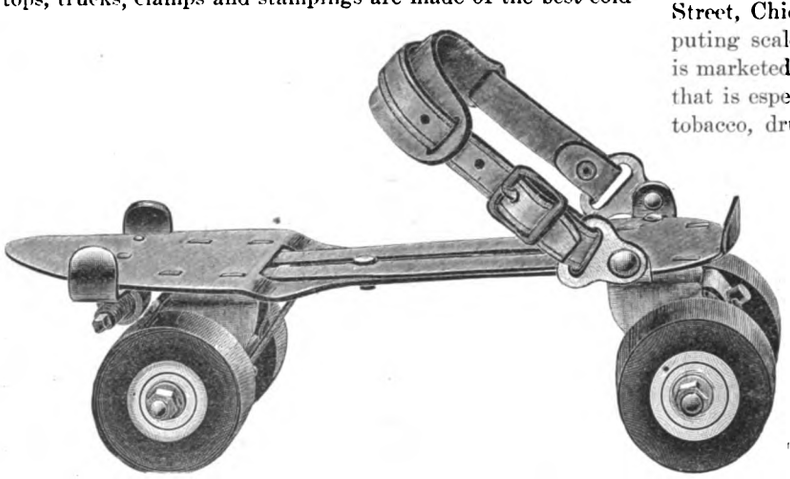


FIG. 2.—HALF CLAMP EXTENSION RINK ROLLER SKATE.

Torrent Rubber Bucket.

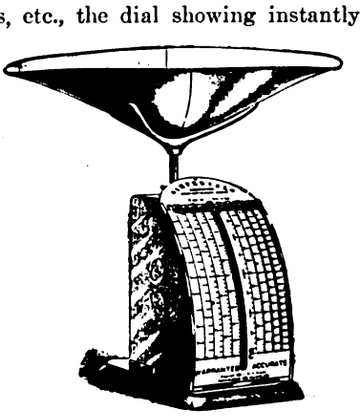
The Torrent Pump Co., Cleveland, Ohio, are placing upon the market an improved rubber bucket for use with chain pumps that possesses features that the manufacturers believe places it in the advance in a line of goods of this description. This bucket is provided with a heavy rubber cushion, overhanging the link, the link is so formed that it will never cut the rubber, which comes well out beyond the centre of the link, forming a good, pliable cushion, which always fills the tube, and at the same time allows the bucket to go through easily and with a minimum of strain. The edge being rounding gives a good wearing surface, and the rubber is not stripped off if it happens to be turned backward. The lower connection is very short, allowing the chain to bend close to the rubber, so that it will not strike the end of the tube on a slant. The manufacturers claim that nothing but the best quality of material is used in the manufacture of it, every effort being made to make it as perfect as possible.



THE TORRENT RUBBER BUCKET.

"Imperial" Computing Scale.

The Pelouze Scale & Mfg. Co., No. 133 South Clinton Street, Chicago, Ill., are manufacturing the improved computing scale, which we illustrate in this article, and which is marketed under the name of the "Imperial." It is a scale that is especially designed for weighing candies, teas, spices, tobacco, drugs, etc., the dial showing instantly the cost in cents to sixty cents per pound. It is intended to be used on the show case, being made extremely light for that purpose, and gives every indication of being an exceedingly attractive and ornamental appliance. It is constructed in a very compact form, occupying less space than any other scale that could be used for the same purpose. The dial being upright, can be read distinctly at a glance, and it is absolutely automatic, possessing no weights to lose. The scoop is nickel-plated, 6 x 11 inches in size. When boxed the entire scale weighs only 2 1-2 pounds.



"IMPERIAL" COMPUTING SCALE.

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The Perfection Shoe Wiper.

Walsh & Many, No. 224 Champlain Street, Cleveland, Ohio, are manufacturnig the Perfection Shoe Wiper, an illustration of which is given (Fig. 1) in this article. It is designed by the aid of a simple and novel feature to thoroughly clean the soles, heels and sides of shoes, in order to prevent the carrying of the usual mud, etc., into the house, much to the disgust of the careful housekeeper. It is easily fastened to

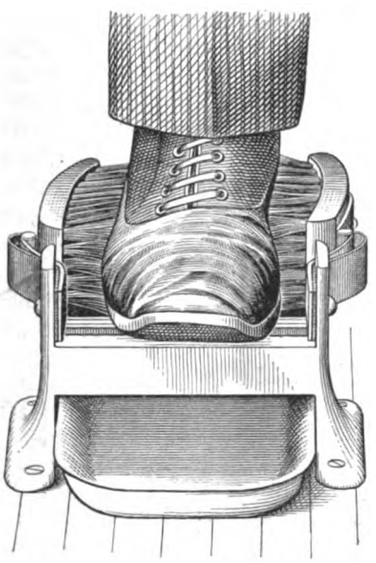


FIG. 1.—PERFECTION SHOE WIPER.

the step or door-sill or floor, and by simply placing the foot between the brushes, as shown in the illustration, and drawing your foot towards you, every particle of mud or dust is eliminated from the soles, heels or sides of the boot or shoe, the dirt thus removed falling into an iron tray which is provided in connection with the article, and which can be readily removed and emptied when necessary. This company among their numerous specialties also manufacture the Self-Feeding

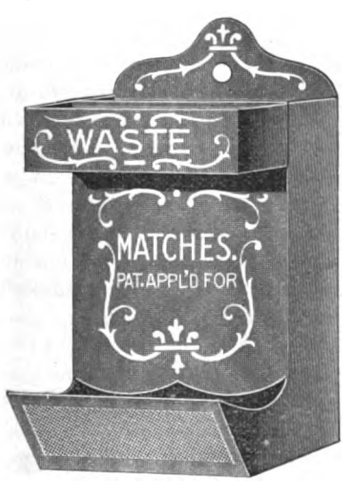


FIG. 2.—SELF FEEDING MATCH SAFE.

Match Safe, an illustration of which (Fig. 2) we give herewith, which is provided with a detachable waste box, and is altogether a very convenient receptacle for general household use. The directions require that the contents of the match box should be placed in the match safe, which immediately becomes self-feeding, and will feed the matches one at a time until the last match is taken out. They are designed to be marketed at a moderate price, and are worthy the attention of those searching for such novelties.

Marble Automatic Gaff Hook.

W. L. Marble, Gladstone, Mich., is manufacturing the Marble Automatic Gaff Hook, an illustration of which we give herewith. It is manufactured from high-grade tool steel, quite handsomely finished, and is sent ready for use. It is an article 36 inches long over all. The jaws, hooks, knurl and spring are manufactured from hardened steel, the handle being of hard wood, and the jaws having a spread of seven inches. It is set by slight push of the foot against the knurl pin in the centre, or it can be set by a pull against the edge of the seat or side of boat. When in use a straight thrust will



FIG 1. AUTOMATIC GAFF HOOK, CLOSED.

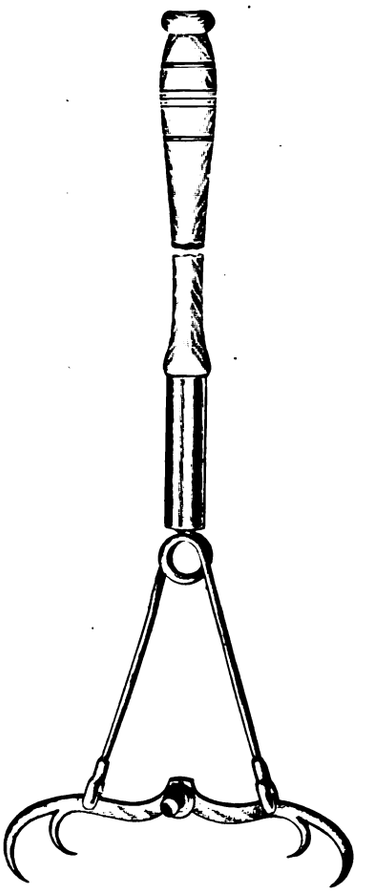


FIG. 2.—GAFF HOOK EXTENDED.

cause the arms to grip the fish at the very instant of touching them, and will capture anything in size from a half-pound bass up to a muskellonge weighing 40 to 50 pounds. Only one hand is required to use the hook. Should larger sizes be desired, they will be made to order.

The "Banner" Gas Lamp.

The Plume & Atwood Manufacturing Company, No. 29 Murray street, New York, are placing before the Hardware

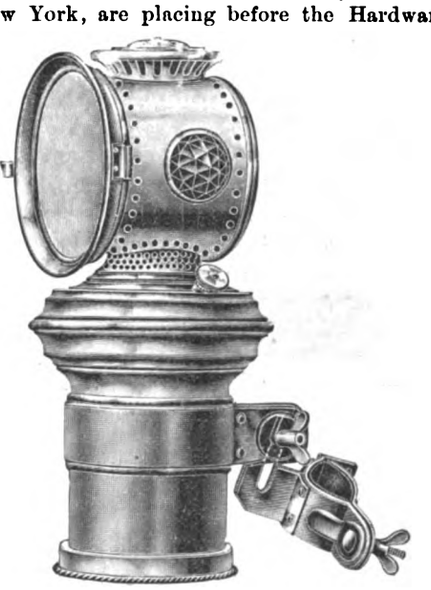


FIG. 1.

trade and dealers in bicycle sundries the "Banner" Acetylene Gas Lamp, which is designed for use on bicycles, carriages and automobiles, an illustration of which is given herewith. It is entirely self-operating under any and all conditions; it has a 3-inch lens, and a quarter of a foot fish-tail flame, is provided

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with a dust-proof burner, and it is claimed by the manufacturers that it cannot be overloaded with carbide. It is self-controlled on all roads, whether smooth or rough, is provided with a patent bracket, which once adjusted is always adjusted, and no trouble is created in removing or replacing the lamp. When charged, the lamp is designed to burn four to six hours, according to the grade of carbide. The introduction, three years ago, of acetylene gas, with its powerful illuminating qualities, offered a vast field for a thoroughly efficient and

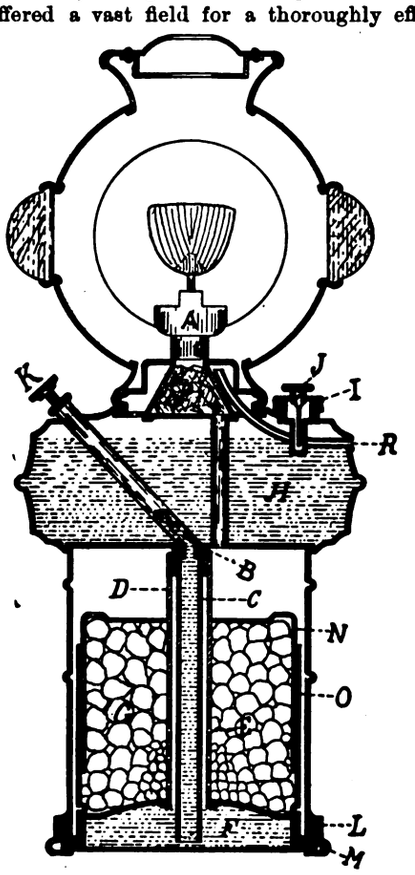
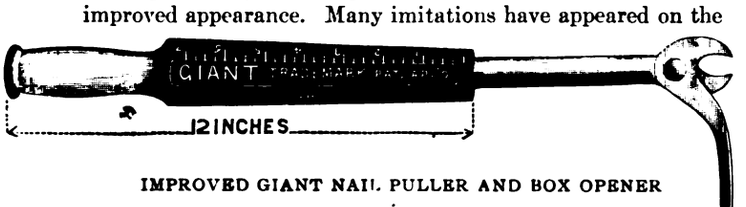


FIG 2.

reliable gas lamp for bicycles, and this demand the manufacturers of the "Banner" Gas Lamp feel they fully supply. The internal mechanism of the entire lamp can be readily understood by reference to the sectional view which is given in Fig. 2, showing the principle and operation of the Banner Gas Lamp. K is the water valve, I the water filler, and R is the safety gas vent. G is the carbide chamber and F the equalizing chambers. Circulars, prices, etc., will be sent by the manufacturers on application.

Improved "Giant" Nail Puller

The Smith & Hemenway Co., No. 296 Broadway, New York, who are the legitimate successors of the Maltby-Henley Co., have greatly improved the well-known "Giant" Nail Puller and Box Opener, which has been one of their prominent specialties, and we give an illustration herewith of its improved appearance. Many imitations have appeared on the

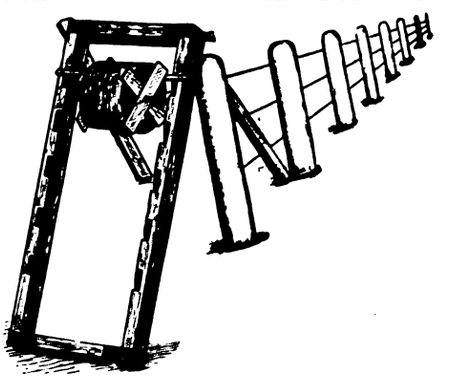


IMPROVED GIANT NAIL PULLER AND BOX OPENER

market of the original article, which, as the manufacturers claim, is the best evidence in the world that the old "Giant" possesses the trade and everybody else is after it. The improvements in this well-known tool consist in its being provided with an octagon barrel, which prevents its rolling off a bench or box; giving it an enameled white handle, and indicating on the barrel a foot rule which will be found very convenient in measuring the size of a box or case where cubic measurements are desired for shipment. The sizes manufactured of this improved nail puller are Nos. 1, 1 1-2 and 2, weighing respectively 5, 4 and 3 pounds. The material in the jaws has been improved in quality and toughness, and every tool is accompanied by a tag guaranteeing the nail puller for one year from date of sale.

The Schmelz Barb Wire Fence Builder

Among the many new and economical devices designed for the construction of wire fence, one of the most original is shown in the illustration here given, being made by V. Schmelz, Sylvan Lake, Fla. The builder is referred to as made of strictly first-class all heart yellow pine, bolted together and well bound with iron straps. It weighs complete with rod and brace about 30 pounds. The frame is not painted, but varnished, it is explained, to show the quality of material. It is 5 1-2 feet by 22 inches in size, and is designed for fence up to 4 feet in height. In operation the frame is placed as shown in the cut, one side resting against the corner post, while the other is supported by the brace, which slips on a pin provided at either side of the frame. The bar is passed through the reel of wire and placed on the frame at the height desired to stretch the wire. The end of the wire is wrapped



THE BARB WIRE FENCE BUILDER.

around a hammer or a stick, which being held behind the operator, is carried to the end of the fence and fastened. The point is made that the wood bearings will not allow the wire to unreel too fast. To stretch the wire the slack is rewound on the spool, when the wire is laid to one side so as to wind on the bar, as shown in the cut, when two or three turns of the reel are given to stretch it. It is explained that the arms of a reel allow of enough leverage to enable one to break the wire, so it is possible to stretch it as tight as desired. The stick is placed across the arms of the reel, as shown in the cut, to hold the tension, and the wire is stapled to the posts. The manufacturer states that the frame obviates carrying the reel of wire, that it stretches it in the simplest manner without injuring the wire and in the shortest space of time, that there are no ratchets or mechanism to get out of order, that wire can often be put on posts in less time than it would take to cut a path wide enough for two men to carry a spool of wire for unreeling, that for long stretches with a pony hitched to the end of the wire and a boy to ride, an entire spool can be unwound in the worst of places; that the frame will be found convenient for taking wire from a fence and rewinding on a spool, the wire being wound evenly in this way and trash excluded; it is claimed the frame provides an excellent method of stretching wire over water.

♣

"My wantchee some yaller piecee English medicine; s'pose you puttee topside soft iron he velly quick makee he hard steel."

He was a Chinaman, and wanted yellow prussiate for steel hardening.

♣

"He said he'd sign the paper, but every time I put it under his nose he has some excuse."

"Perhaps the gentleman doesn't write with his nose."—*Judge.*

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REVIEW OF THE MARKETS.

Hardware: While the general demand has been somewhat slackened by the current comment regarding lower prices being possible at an early day, still the sales in general are kept up without greater concession than would naturally occur under ordinary conditions. The force of the slump in prices on wire products, and the closing of so many mills indicating an overproduction, have not weakened general quotations very largely. The natural demands of current trade must be attended to; but stocking up to any great extent is not one of the prevailing features of the current business. Nails at the present prices are being purchased to a much greater extent than prevailed previously to the recent drop, and if the large surplus now held at the mills becomes reasonably reduced, a chance may yet be given for higher prices at an early date. While the market generally does not possess an encouraging briskness in its movements, there is no apprehension that a general decline will set in to jeopardize regular business; especially as the trade for the three months following the present is not usually the busiest in the year. The present tendency among manufacturers and jobbers is to keep prices fairly steady at recent quotations, make few radical concessions, and brace up the general consumption by avoiding unnecessary discussion that would create a misapprehension regarding the business of the fall season.

Wire Nails: The trade having recovered from the surprise attending the announcement of such unexpectedly low prices on this leading staple, are now purchasing freely at prices established. It is believed that after all, the slump will not prove an unmixed evil, for the effect upon the market will be that other manufacturers contemplating an advance in quotations will hesitate with good intentions before putting any such project into execution. Present quotations are as follows, f. o. b. Pittsburgh, terms 30 days or 1 per cent. off in 10 days:

To jobbers in carload lots	$2.20 base.
" in less than carload lots	2.22½ "
To retailers in carload lots	2.35 "
" in less than carload lots	2.45 "

New York prices in harmony with above quotations are held firmly at the following quotations:

To retailers, carloads on dock	$2.53 base.
" less than carloads on dock	2.66 "
Small lots from store	2.75 "

Cut Nails: At a meeting of the Eastern Cut Nail Mfgrs., held on April 26, the following revised quotations were established on Cut Nails, f. o. b. Pittsburgh, terms, 30 days, 1 per cent. off in ten days:

Carload lots	$2.05 base.
To jobbers in less than carload lots	2.10 "
To retailers in less than carload lots	2.20 "

The price for 1000 keg lots having been abrogated, the lowest quotation now named is for carload lots. The differential in price being materially lessened may have a tendency to affect the home demand, and would seem to indicate that Nails of either kind are quoted at prices that would be increased gladly at the earliest opportunity.

New York prices are quoted as follows, showing a corresponding reduction, based on above:

To jobbers in carload lots on dock	$2.23
" less than carloads on dock	2.28
To retailers in less than carload lots on dock	2.41
Small lots from store	2.50

Barb Wire: Although the Spring trade is well along for a full demand, the lower prices established on Barb Wire by the recent decline on wire products, has greatly increased sales throughout the country; as buyers had been largely holding back, believing the price previously current too high for any extended business. It will be remembered present quotations, in common with those for other wire products, are for immediate specifications and prompt shipments only, and subject to withdrawal without notice. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 30 days or 1 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.65
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.67½
" " Galvanized	2.82½
To retailers in carload lots, Painted	2.80
" " Galvanized	2.95
To retailers in less than carload lots, Painted	2.90
" " Galvanized	3.05

Ellwood and Baker Wire is 5 cents higher, and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices named above.

Plain Wire: The business done on Plain Wire since the recent reduction in price, has been of an extremely encouraging character; it is natural to believe this division of the company's production showed less of an overstock than those of Wire Nails and Barb Wire, and it would not surprise close observers if the first change in future prices should affect this staple line. The quotations for immediate specifications and prompt shipment, subject to withdrawal without notice, are as follows, f. o. b. Pittsburgh; terms, 30 days or 1 per cent. discount for cash in ten days:

	Plain.	Galvanized up to No. 14.
To jobbers in carload lots	$2.15 base.	$2.55 base.
" less than carload lots	2.17½ base.	2.57½ base.
To retailers in carload lots	2.30 base.	2.70 base.
" less than carload lots.	2.40 base.	2.80 base.

Galvanized Wire Nos. 15 and 16 is 75 cents advance on Plain, and Nos. 17 and 18 $1 advance on Plain.

Curry Combs: F. E. Kohler & Co., Canton, Ohio, announce the following current quotations to apply to their line of Curry Combs:

	Discount.
Wire shanks	30 %
Open backs	33⅓%
Closed backs	33⅓%
Shingle backs	35 %
Spring and Flexible Combs,	33⅓%
Shedder-Mane Combs	35 %

Terms, 30 days, or 2 per cent. 10 days from date of invoice.

Shelf Brackets: Atlas Mfg. Co., New Haven, Conn., announce the following as current quotations on the Bradley steel shelf brackets and wire hooks: Shelf brackets, full cases, 75 and 10 per cent. discount. Less quantity, 75 per cent. Coat and hat hooks, 45 per cent. discount; in lots of ten cases, 50 per cent.

Coil Chain: Revised prices per 100 pounds was made by the Standard Chain Co., Pittsburgh, April 25th. The prices given below are for cask lots, less than cask lots being 40 cents per 100 pounds more, and carload orders being 10 cents per 100 pounds less. The present prices for Proof Coil Chain in cask lots are accordingly as follows, f. o. b. Pittsburgh:

3-16	¼	5-16	⅜	7-16	½ in.
$8.50	$6.60	$5.60	$4.75	$4.60	$4.50 per 100 lbs.
9-16	⅝	11-16	¾	13-16	⅞ to 1 in.
$4.40	$4.30	$4.30	4.25	$4.25	$4.15 per 100 lbs.

B. B. Chain, 1¼ cents per pound advance over Proof Coil from 3-16 to 1 inch.

Crane Chain, 2¾ cents per pound advance over Proof Coil from 3-16 to 1 inch.

Twist Link, 3-16 to 7-16 inch, inclusive, add ¼ cent per pound.

Twist Link, over 7-16, special price.

Self-colored, short or long link, log chain, add ¼ cent per pound up to 7-16 inch.

Steel Tackle Blocks: H. D. Edwards & Co., Detroit, which is represented in New York City by Neal & Brinker, No. 18 Warren Street, announce the following current discounts on Steel Tackle Blocks of their make:

Hartz Steel Tackle Blocks, 50 and 10 per cent. discount.
"Eddy" Tackle Blocks, 60 and 10 to 70 per cent. according to quantity.

Lead Pipe, Sheet Lead, etc.: Tatham & Brothers, New

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York, under date of May 8th, announce the following revised prices:

Lead pipe	6½ cents per pound.
Sheet lead	7½ " " "
Tin-lined lead pipe	12½ " " "

Trade discount remains without change.

Torrent Pump Co.: The following discount sheet applies to the catalogue recently issued by the Torrent Pump Co., having reference to their specialties:

	Price.
Purifying Pump, each	Net, $3.00
Chain for same, per foot	" .11
Torrent C. P. Curbs, each	" 1.50
Same, fitted for 2 inch tubing	" 1.60
Poplar Tubing, per 100 feet	" 4.50
2-inch Tubing, per 100 feet	" 5.00
Galvanized Iron Tubing, per 100 feet	" 7.00
Couplings for same, per pair	" .15
Galvanized Chain, per 100 pounds	" 6.00
Torrent Rubber Buckets	" 5.50
Victor Buckets, per 100	" 7.50
Cleveland Buckets, per 100	" 4.50
	Discount.
Torrent W. D.	50%
Roberts W. D.	50%
Wood Suction Pumps	50%
Galvanized Iron Pumps	50%
Cyclone Force Pump	50%
Oatman Handy Hoops	40%
Eave-Trough Hangers	40%
Sprayers, per dozen	Net, $4.50
Acme Riveter, per dozen	" 4.50
Dreyer Spoke Repairer, per dozen	" .60
Roberts Chain, per 100 feet	" 5.50

Delivered, f. o. b., Miles Avenue Station.

Waterbury Brass Co.: Waterbury, Conn., and No. 60 Centre Street, New York, announce the following as current quotations on their line of goods, in lots of 100 pounds or more:

	Discount. Per Cent.
Roll and Sheet Brass	25
Platers' Metal, thinner than No. 38	30
Slitting Charges (brass)	25
Sawing Charges (brass	25
Jewelers' or Gold Metal	25
Printers' 2x4 sheets and galley sheets	25
High Brass Rods	25
Wire in Coils (No. 20 and coarser), excepting Copper Wire	25
Spooling Wire (brass)	25
German Silver Sheets and Rods	45
Platers' German Silver	25
German Silver Wire (No. 20 and coarser)	45
German Silver Resistance Wire	45
Spooling Wire (German silver)	45
Brazed Brass Tubing	40
Zinc Tubing	40
German Silver Tubing	40
Brass Mouldings	40
Door Rail	40
Brass Taper Tubes	40
Angle and Channel Brass	40
Iron Lined and Brazed Tubing	60

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels .....66 cents per gallon.
In lots of 5 barrels or more.... .....65 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

THE PHILADELPHIA TRADE.

We are glad to report the delightful Spring weather is having a marked effect on trade, and orders are much more numerous, although even now the weather is not so warm as might be expected at this season.

Almost all seasonable goods are in good demand, and the number of mail orders is quite encouraging. The action of the American Steel & Wire Co. while, perhaps, open to criticism, has brought wire nails and wire down to what appears to be, under present conditions, a more reasonable price, and the trade generally are showing their faith in present prices by placing liberal orders for these goods. It must be remembered that stocks throughout the country on these lines were far below the normal, and if the trade generally should decide to place their stocks in a normal condition, this alone would make an enormous demand, even although speculation was entirely left out.

During the past few days prices have been reaffirmed on such leading lines as screws and cast butts, while advances are still talked of by some manufacturers who have been slow in marking up their goods.

The announcement has just been made that steps have been taken to remove the competition on the manufacture of shovels, and there seems to be some talk of higher prices, which, however, we trust will not be made, as we think the trade generally recognize shovels are now as high as they should be.

Collections are but fair and there is some complaint that labor troubles are discouraging trade in some parts of the country, but so far our section has been luckily free from this trouble, except for the building strikes which went into effect in our city last week. BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

The action of the American Steel & Wire Co. is causing less of a stampede than was anticipated. Signs of recovery from the scare already appear. The advances of manufacturers caused by the advances in price of material and wages have been very conservative, and no serious decline will take place in the price of most of them until there is a material decline in pig iron and steel, of which there is at present little indication. It is disgraceful that for stock jobbing purposes such a serious shock should be given to business, but there may be danger in giving it too much attention.

It is difficult to anticipate any disaster to business with all the promises our condition furnishes. It is safe to believe that 1900 will be a good year for legitimate business, and that the last half of the year will be better than the first.

The country is too prosperous to be forced into a panic by Wall Street. Over-indebtedness, on which panics breed does not exist, and no financial muddle seems possible in the near future. Demand for goods for consumption continues, and purchasers are paying for them.—THE LOCKWOOD-TAYLOR HARDWARE CO.

THE SAGINAW TRADE.

Regarding conditon of trade in our territory, would say: While the reduction in price made by the American Steel & Wire Co. was expected to interest kindred lines to a considerable extent, we are glad to report that we are surprised to see how well trade has kept up, and how contingent lines have seemed to stand the shock. Trade for the past month has been considerably better than for the corresponding period last year. Although buyers quite generally seem to be purchasing for immediate requirements only, the volume of business is large, and prospects generally are for a prosperous condition of things. MORLEY BROTHERS.

THE CHICAGO TRADE.

We are glad to advise that, notwithstanding the recent flurry in nails and wire, our business during the past ten days or two weeks has kept up remarkably well. In fact, orders for our specialties and goods now in season are pouring on us in greater volume than at any time this Spring. While the "scare" among the retail Hardware dealers was doubtless very general, we feel that confidence is being restored, as prices on other goods are as firm as ever, and we confidently look for these to remain so for some time to come. The labor troubles still continue here in this city, which naturally have a demoralizing effect on mechanics' tools, and builders' Hardware particularly, but the outlook in the country generally is very promising.

WELLS & NELLEGAR CO.

THE COLUMBUS TRADE.

There is some complaining from customers in farming districts on account of the cold, dry weather. Farmers are behind with their work and discouraged. No doubt a few warm days and showers will put them in better spirits and they will begin to buy more freely. Nevertheless trade has been good all Spring, and goods are moving freely now. It is hard to get certain lines of goods, especially Wire Cloth, Refrigerators and Steel Goods. The reduction in price of wire and nails has increased the demand very materially, especially for wire. There has been a slight reduction in price of Screw and Strap Hinges, Harrow Teeth, Bar Iron and Steel Tire, but price on most lines remain the same as they have been since the first of the year. Collections are fair.

THE SMITH BROS. HARDWARE CO.

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THE DAVENPORT TRADE.

With the return of pleasant weather, which arrived about thirty days later than usual this Spring, business has improved and is again fully up to normal, both in amount of invoice footings and tonnage.

Collections have not improved in the same proportion, and we are compelled to report them slow and unsatisfactory.

Prices remain firm on most lines, and are especially firm on nails and barbed wire.

Jobbers who thought it was so cute to cut the prices of the American Steel & Wire Co. on these goods have probably learned to their sorrow that that was a game two could play. We are surprised that the American Steel & Wire Co. stood it as long as they did, and think if it happens again the chances are that the jobber will be deprived of the small margin of profit he now enjoys.

Now, Mr. Jobber, will you be good?

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

Voluntary and highly complimentary remarks relating to what was termed "HARDWARE'S splendid achievement in April in the production of its superb tenth anniversary number," were heard by the correspondent this trip all along the trade line.

If it were not for the Cape Nome season, now wide open and making good business at this and other Pacific coast ports, it would be apt and proper to now denominate the local market as of the sagging and waiting order, incidental to the sudden lopping off of prices recently begun by the American Steel & Wire Co.

Builders' Hardware dealers report having felt the abrupt jar incidental to the sudden slow-down in the brisk movement that opened in this seasonable line a few weeks ago. And now these dealers readily mention names of more than a few they severally know who a few weeks ago had architectural drawings made for contemplated residences, and several business blocks, all of which propositions have been tabled under the belief that hundreds of dollars can be made within a short while by giving lumbermen and builders' Hardware manufacturers and jobbers a little time to trim down prices to an expected lower level.

Since closing "The San Francisco Trade" letter a fortnight ago, three prominent and highly respected members of the local fraternity have been removed from the activities of this life by death, namely:

The passing of George Webb Alexander occurred yesterday morning, April 30th, the physician's certificate naming Bright's disease as the cause. Deceased was the head of the incorporation, The Alexander-Yost Co., successors to Osborn & Alexander. He was a native of Brunswick, Me., 51 years of age, and a pioneer of the Pacific Coast. A widow and family survive.

On the evening of April 25 Andrew Smith Hallidie, president of The California Wire Works, succumbed to heart disease, having been ill since last December. Mr. Hallidie was sixty-four years old, a native of Dumfries, Scotland, and a Pacific coast pioneer. His widow and one married daughter survive him.

On the morning of April 19 George W. Manuel was taken with a hemorrhage of the stomach, which resulted in death the same morning. Mr. Manuel, who also was a coast pioneer, was born in Orleans county, Vt., and was 63 years of age. He accumulated a fortune as a Hardware merchant and dealer in agricultural machinery in Napa county, Cal. The widow, one son and two daughters are the surviving members of the family. TRADES PRESS ASSOCIATION.

Mistress—And remember, Mary; I never allow my girls to entertain their beaux in the kitchen.

New Servant—Very well, ma'am. What nights does your daughter use the parlor?—*Chicago News.*



Problem of Railroad Ties.

Several of the big Western and Southwestern railroads, it is said, are consulting with the United States Government's Department of Forestry with regard to the growing of timber on their non-utilized right of way. Among them are the Chicago, Milwaukee & St. Paul and the Atchison, Topeka & Santa Fe, and the governing officials of these systems realize that the supply of timber for the making of ties, poles and posts is becoming less each year. One of the questions that is perplexing and bothering the officers most is, Where shall we get our ties, poles and posts fifteen or twenty years from now?

The Department of Forestry is said to have taken a deep interest in the question of growing timber on the non-utilized rights of way, and it has expressed its willingness to give the railroads the benefit of its knowledge of tree-planting. Ties are more costly to the roads now than they ever before have been, and indications point to increase in prices annually. The carriers in the North and Central West are obliged to pay the highest prices for roadbed timber. John Findley Wallace, assistant second vice-president of the Illinois Central, Saturday said that the average price per tie to the roads in Northern Illinois was about 75 cents. This estimate was based upon the cost of transportation and all other conditions necessary to the delivery of the tie to the side of the track where it is placed.

White oak is the most desirable material for ties. This wood is grown in the middle South and the means of delivering it to the roads are quite difficult. In the marsh lands of the far South cypress is used the most. The average period of usefulness of a first-class white oak tie is ten years, and Mr. Wallace estimated that about 300 ties annually were required to keep each mile of track in the United States, Mexico and Canada in proper condition. There are about 200,000 miles of track in the three countries, and according to Mr. Wallace's way of figuring, 60,000,000 ties are required yearly to keep up repairs. Between 30,000,000 and 40,000,000 ties are used every twelvemonth in the construction of new tracks.

The renewal of ties is the most important item of expense in the maintenance of way. In the year beginning in June, 1897, the Illinois Central used 1,603,632 ties in repairing its tracks. The amount charged to the renewals was $535,778.16. From 1888 to the middle of last year that road spent about $4,250,000 for the renewal of ties.

Numerous kinds of inferior wood, such as hemlock and red oak, are being scientifically experimented upon by many of the roads. They are being subjected to chemical treatments that are said to lengthen the serviceableness of the wood.

In touching upon the subject of ties and the future provision of ties, Mr. Wallace had this to say:

"Ties are becoming more costly as the time goes by and the

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securing of them is a very important thing to the roads. The great march of civilization and progress will not allow of the existence of the big forests of the land much longer. The time is coming when the roads will have to put to use those kinds of wood that now are not desirable for ties. The chemical treatments used for lengthening the life of the inferior qualities eventually may serve to solve the great question satisfactorily, but within the next twenty-five years I predict metallic ties will be necessary things. At this time metallic ties are undesirable chiefly because of the high price of the metal of which they are made."—*Chicago Record.*

What Is Horse-Power?

The original conception of the horse-power, says an English contemporary, based upon experiments of the performance of strong draft horses at the time when Boulton and Watt first recognized the necessity for a unit for large concentration of power, continues in use to the present day. It was found that 33,000 foot pounds per minute, or 550 per second, represented the capabilities of a good horse, and, though doubtless overestimated, this figure stands for the unit by which the engineer compares his engine with that of another. A foot pound represents the same amount of work regardless of the manner in which it is expended. A pound weight lifted through a foot, 1 pound of water caught in the bucket of a water wheel and descending 1 foot, the piston of a steam engine moving 1 foot against a resistance of 1 pound, are instances in which the expenditure of power is precisely the same. This does not imply equal horse-power for the motors, for they could only be rated the same if equal work was done in the same time. Thus, if the water wheel took 2 seconds to expend the foot pound, while the steam engine only took 1, the latter would have twice the rated power of the former—in other words, twice the power would be given out by the steam engine as that by the water wheel during the same period. For this reason, statements regarding the power of motors have no value unless accompanied by mention of the time taken to expend that power. If this is to be expressed in foot pounds per minute, it may readily be reduced to horse-power by dividing by 33,000; or, if in seconds, by 550, as the case may be.—*Metal Worker.*

At the recent annual meeting of the stockholders of the Joseph Dixon Crucible Company, the following directors were elected: Edward F. C. Young, John A. Walker, Daniel T. Hoag, Richard Butler, William Murray, Alexander T. McGill, Joseph D. Bedle. The balance sheet of December 31, 1899, was presented by the treasurer to the stockholders and approved by them. Statistics of sales were read by the secretary, and business matters pertaining to the company generally discussed. The methods of the management were approved by the stockholders, and the re-election of the old board was the result. After the stockholders' meeting, the directors organized and elected Edward F. C. Young, president; John A. Walker, vice-president and treasurer; George E. Long, secretary; and Joseph D. Bedle, counsel.

"Yes," said a man, after the nitroglycerine explosion had scattered the remains of the well-shooter over a large section of the petroleum region, "Doyle always was a cool one. I've seen him rattle over a stony road with a load of glycerine with no more care than if it had been a load of hay."

"Well," said the Coroner, sadly, as he thought of an escaped fee, "he may have been cool, but he never will be collected."—*Harlem Life.*

She—Do you believe that bleaching the hair will drive a person insane?

He—Sure thing. Why, I know two or three fellows who are crazy over bleached blondes.—*Indianapolis State Journal.*

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For Shotguns, Rifles and Revolvers.
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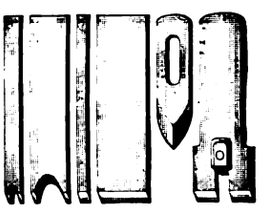
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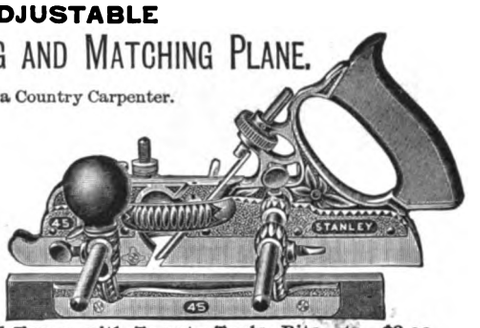
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"A Planing Mill within itself,"—says a Country Carpenter.





No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00.

SOLD BY ALL HARDWARE DEALERS.

Growell (in cheap restaurant)—Here, waiter, are these mutton or pork chops?

Waiter—Can't you tell by the taste?

Growell—No.

Waiter—Then what difference does it make which they are?—*Chicago News.*

♣

Mrs. Newwed (handing tramp several biscuits)—Here, my poor man, are some of my home-made biscuits. You will find the saw and ax in the woodshed.

Tramp (closely examining the biscuits)—Are they as bad as that, mum?—*Harlem Life.*

♣

"I suppose she entertained brilliantly at her opera party?"

"Far from it! She let the conversation lag dreadfully! Do you know, there were times when we could almost hear the music?"—*Detroit Journal.*

"Dickey, do you know the golden rule?"

"Yes'm; ev'ry time we do somepin' t' make somebody else happy they mus' do sompin' t' make us happy."—*Indianapolis Journal.*

♣

Husband—What kind of people are our new neighbors?

Wife.—I don't know. They hang their wash up in the attic.—*Indianapolis State Journal.*

Situation Wanted

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

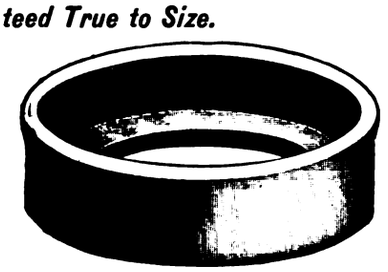
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HARDWARE MANUFACTURERS desirous of being represented east of Ohio by hustling agents, already established, could find the proper parties by addressing HOLMAN SUPPLY CO., 158 Pearl Street, Buffalo, N. Y. 71

Best Goods Made, at Lowest Possible Price.

THIS is a line of goods for which you have always had sale. : Our Pump Leathers, Valves, Washers and Cups are ***Packed in Neat Boxes, in Dozen Lots, Plainly Labeled,*** saving you much time when looking for a particular size.

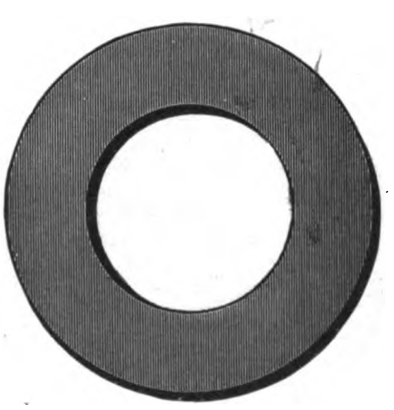
All Goods made from No. 1 Oak Stock are Clean and Guaranteed True to Size.



Cup Leathers for Tubular Wells, Tank Pumps. Oil Wells, Air Pumps. Any size.



CHECK VALVES.



PUMP WASHERS.

Any size and style, to fit any make of Pump.

SPECIAL WASHERS MADE AT LOWEST REASONABLE PRICE.

Write us direct for our Net Prices to Dealers.

Leather and Brass Mfg. Co., Seneca Falls, N.Y.

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Lawn Mowers.



IF you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

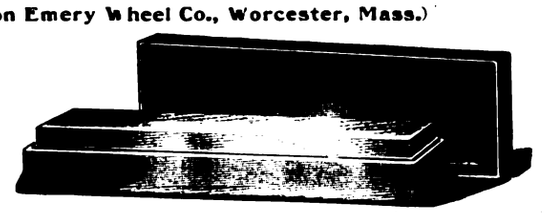
Coldwell Lawn Mower Co.,

NEWBURGH, N. Y.

INDIA OIL STONES

(Manufactured by the Norton Emery Wheel Co., Worcester, Mass.)





Stones even and clear grained throughout.
Remarkable Cutting qualities.
Great strength of material.
Adaptability to all required shapes.

EVERY STONE GUARANTEED.

THE PIKE MANUFACTURING COMPANY,

SOLE AGENTS,

NEW YORK OFFICE, 151 Chambers St — PIKE STATION, N H., U. S. A.

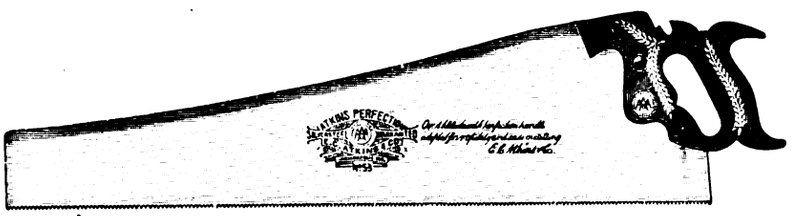
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SCYTHE STONES, OILSTONES, RAZOR HONES,

AND SHARPENING STONES FOR ALL PURPOSES.

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....IF YOU ARE AFTER TRADE....



ATKINS SAWS

WILL BRING IT YOUR WAY.

E. C. ATKINS & CO., Manufacturers,

INDIANAPOLIS, IND.

Memphis, Tenn. Minneapolis, Minn. Atlanta, Ga. Portland, Ore.

The Century Set.

Russell & Erwin Manufacturing Co.

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Chattanooga, Tenn.—The Thomas Bellows Co. has been incorporated. Hardware business. Capital $25,000. Incorporators: W. H. Lockwood, T. J. Lockwood, O. L. Lockwood, J. McGregor, P. S. Griffiths, all of Chattanooga.

Conneaut, Ohio—Andrew Brebner.

Dallas, Tex.—The Kenyon Hardware Co. has been incorporated. Capital $30,000. Incorporators: W. R. Kenyon, S. C. Randlett, H. C. Barlow, all of Dallas.

Danville, Va.—The Dan Valley Hardware Co. has been incorporated. Hardware business. Capital $25,000. Incorporators: A. D. Starling, W. R. Guerrant, R. H. Thomas, I. N. Dodson, P. D. Guerrant, all of Danville.

Elmore, Ohio.—Jaeger Hardware Co. has been incorporated. Hardware business. Capital $10,000. Incorporators: G. Jaeger, O. Georgie, E. Jaeger, Emma Georgie, Helen A. Jaeger.

Granby, Mo.—T. A. Miller.

Greenville, S. C.—A commission has been issued to N. A. Craig, William I. McBride and F. S. Evans, of Greenville, as corporators of the Greenville Hardware Co. The capital stock is to be $5000.

Hoytville, Ohio.—Squire Brook.

Jersey City, N. J.—The Bayner-Garner-Hines Co. has been incorporated to deal in Hardware and metals. Capital, $125,000. Incorporators: H. L. Baxter, M. L. Baxter, both of New York; F. W. Hunter, of Cranford, N. J.

Jonesboro, Tenn.—Boyd Bros.

Los Angeles, Cal.—The R. H. Herron Co. has been incorporated. Hardware and oil supply business. Capital $100,000. Incorporators: R. H. Herron, F. I. Herron, S. L. Graham, R. E. Small, T. D. Wood, all of Los Angeles.

Nelsonville, Ohio.—Novelty Hardware store.

Osceola, Ia.—E. F. Freeman.

Onondaga Valley, N. Y.—A. C. Muller.

Santa Paula, Cal.—The Petrolia Hardware & Supply Co. has been incorporated. Directors: R. A. Chandler, W. C. Hewitt, L. N. Andrews, C. O. Hewitt and I. P. Brown, of Santa Paula. Capital stock $12,000; fully subscribed.

Sulphur Springs, Ia.—James Campbell.

Wyndmere, N. D.—K. H. Robbin.

Changes and Improvements.

Almonte, Ont.—The Hardware business carried on here by G. A. Moir & Co. has been closed, Mr. Moir retiring.

Atlanta, Ga.—The Clarke Hardware Co. has sold out to the King Hardware Co.

Brownville, N. Y.—J. P. Knowlton has sold his Hardware business to Joseph Yot.

Buckley, Wash.—Bryant & Buell have dissolved partnership, A. M. Bryant purchasing J. L. Buell's share.

Calhoun, Mo.—A. F. Minish has sold his stock of groceries and Hardware to M. & Will Edwards. The firm will hereafter be known as Edwards & Edwards.

Cambridge, Mass.—P. H. Stratton has purchased the Whittier Hardware store.

Camden, Me.—M. C. Whitmore & Co. have fixed up the interior of their shop on Bay View Street. The building has been sheathed and fitted up with shelves, etc. They will keep a full stock of Hardware, paints, oils, nails, etc.

Canton, N. Y.—E. Jerome Woodford has bought the entire stock of Hardware of S. S. Surdam, and will take possession immediately.

Champaign, Ill.—The Bryant & McConney Hardware stock is being invoiced, and will be sold by the receiver, William Dallenbach, at private or public sale.

Crete, Neb.—M. E. Haight has sold his Hardware business to Frank and Ed Jelinek of Wilber.

Deposit, N. Y.—Several alterations and improvements are being made at the Hardware store of Wickwire & Russell. New flooring is being laid in what was heretofore the store room, and which will be made a part of the sales room or store proper, by the removal of the partition between the two rooms. The workshop will be on the second floor and the room now being used for that purpose will be converted into a store room. New shelving will be put in, and the interior of the building generally overhauled.

Haverhill, Mass.—A new front is being put in in J. H. Sayward's Hardware store on Washington Street.

Little Rock, Ark.—C. J. Lincoln & Co. have sold to the Fones Brothers Hardware Co. the twenty-five feet of land adjoining the property of the latter on the west at the foot of Main Street, being 25x125 feet.

Lowell, Mich.—L. K. Clark, of the Hardware firm of Clark & Spraker, has sold his share in the business to Eugene Cambell, and the new firm will continue in the business at the old stand, under the name of Spraker & Cambell.

Mandan, N. D.—W. B. Haight has had his new building refitted and new shelving put in preparatory to opening his Hardware store.

Millville, N. J.—Thomas Somers, our well-known Hardware dealer, has sold out his business to a gentleman from Philadelphia, who will increase the stock and continue business at the same store on North High Street.

Minneapolis, Minn.—C. H. Cleveland, formerly engaged in the Hardware business in this city, will open a general Hardware store at No. 508 West Lake Street.

Montrose, Pa.—W. D. B. and C. H. Ainey have sold the stock and good will of the Globe Hardware Co. to Billings & Ryan of Tunkhannock.

Port Arthur, Tex.—C. E. Smith has purchased the Rogers & Northcutt stock of Hardware, and is moving the same to his big double store at the corner of Sixth and Austin.

Potsdam, N. Y.—Frederick A. Weed and William R. Weed have purchased the interest of Howard P. Eastman in the Potsdam Hardware Co., and will hereafter conduct the business under the firm name of W. R. & F. A. Weed.

Rockland, Me.—J. P. Wise & Son have sold out their business, stoves, Hardware, etc.

Sault Ste. Marie, Mich.—The Gowan & Pickford Hardware firm will occupy the Adams Building, on Ashmun Street, recently vacated by McDonald & Campbell.

Sioux Falls, S. D.—The Hardware store on South Phillips Avenue, formerly known as the Stallman Hardware Co., will in the future be known as the Mullen Hardware Co., through the purchase of the establishment by F. C. Muller, of Madelia, Minn.

Business Embarrassments.

Quincy, Ill.—Benj. F. Jones, Hardware dealer, has made an assignment. Liabilities $3523.68, with no assets.

Shipshewana, Ind. — Warren Davis, Hardware dealer, has made an assignment. Liabilities $24,000; assets $6000.

Burglaries in Hardware Stores.

Boulder, Colo.—M. S. Whitely, $100.

Guthrie, Ky.—Mimms & Martin, cutlery.

Orion, Mich.—Belles Bros., $200.

Syracuse, N. Y.—Hollister E. Hessler, $500.

Water Valley, La.—Shipman Hardware Co., $350.

Fires in Hardware Stores.

Edinburgh, N. D.—The Hardware store of Jenson & Co. has been destroyed by fire. Loss $8000; insurance $3000.

Foxburg, Pa.—Dale's Hardware store has been destroyed by fire.

Haverhill, Mass.—The Hardware store of W. C. Lune has been damaged by fire; loss $300.

Logan, Kan.—The Hardware store of D. C. Dack & Son has been destroyed by fire. Loss $5500.

Maryville, Mo.—The Hardware store of Miller & Gaston has been destroyed by fire. Fully insured.

Oconee, Ill.—White's Hardware store has been destroyed by fire.

Ponca City, O. T.—Flower & Gott's Hardware store has been destroyed by fire.

Syracuse, N. Y.—The Hardware store of H. R. Olmstead & Son has been damaged by fire.

Three Oaks, Mich.—The large store building owned and occupied by Joshua Chatterson as a Hardware store, has been damaged $1000 by fire. Loss is covered by insurance.

Woodville, Miss.—The Hardware store of G. A. Wettlin has been destroyed by fire; loss $6000; $2000 insurance.

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Arcade Files are the Best

I KNOW FOR I USE THEM



Our assertion that Arcade Files are the best is not a mere figure of speech intended to catch the eye. They really ARE the best—they cut faster, wear longer and represent a better value for the cost than any other file made; and are equal in every respect to the best English hand cut files—because they are made of the best steel that money will buy, and are finished with Weed's Patent Increment Cut, which produces a surface so exactly resembling the hand-cut work that no one can tell the two surfaces apart. If you have never used Arcade Files, send us a trial order, to be returned at our expense if not exactly as we claim. The best mechanics use them and prefer them to any other make for the reason that they cut faster and last longer than any other file on the market.

The Arcade File Works,

Works, ANDERSON, IND.

NEW YORK OFFICE: 97 Chambers Street.
Samuel W. Allerton, President.
Courtlandt C. Clarke Sec. and Treas.

CHICAGO: 118 Lake Street.
Alfred Weed, V. Pres. & Gen. Mgr.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page News of new factories or companies, changes, improvements. etc, will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Plume & Atwood Co. General merchandise. Capital, $10,000. Incorporators: D. S. Plume, E. M. Burrall, both of Waterbury, Ct.; C. H. Tucker, R. H. Swayze, both of Bound Brook, N. J.; J. F. Daley of Brooklyn.

Chicago, Ill.—The Chicago Hinge & Washer Co. to manufacture plumbers' supplies. Capital, $5000. Incorporators: M. Singer, E. L. Hance, W. P. Knoche, all of Chicago.

Chicago, Ill.—The American Bolt Mfg. Co. has been incorporated. Capital stock $50,000. Incorporators, G. M. O'Connell, George Gillette, and Harry W. Hopp.

Columbus, O.—The Columbus Chain Co. has been organized, with a capital of $100,000, and a plant will be located at Columbus, O.

Columbus, O.—The Eagle Tool Co. of Cincinnati has been incorporated by R. B. Goodrich, O. C. Daugherty, E. M. Hall, M. M. Hagan and Attorney George W. Platt, with $50,000 capital stock. Messrs. Goodrich and Daugherty were connected with the Eagle Tool & Mfg. Co., Fifth and Elm Streets, and that concern will be absorbed by the new corporation. Reorganization will be effected within three weeks.

Kansas City, Mo.—The Guaranty Roofing Co. has been incorporated. Capital $10,000.

Minneapolis, Minn.—The Advance Thresher Co. and the J. I. Case Implement Co. have prepared plans for two magnificent buildings to be erected at Third Street and Seventh Avenue S, at a cost of about $200,000. Each building will be six stories with basement, having a frontage of 88 feet on Third Street and a depth of 125 feet on Seventh Avenue.

Newark, N. J.—The Ogden Manufacturing Co. has been incorporated to deal in Hardware specialties. Capital, $50,000. Incorporators: W. Dorsch, Jr., A. J. Hola, F. H. Ogden, all of Newark.

Nashville, Tenn.—A charter has been granted the L. E. Brevard Mfg. Co., of Carroll County, with $10,000 capital stock. The incorporators are L. E. Brevard, J. C. R. McCall, Neil Wright, J. B. Sanders, A. M. Lee and J. F. Leach. They will manufacture agricultural implements.

Ottawa, Ill.—The American Hardware Mfg. Co. has been incorporated; capital stock, $15,000; incorporators, Thomas J. Nertney, Miles W. O'Brien and James Nertney.

Portland, Me.—The Norcross Separator & Improved Churn Co. of New England has been organized for the purpose of manufacturing and dealing in churns, with $200,000 capital stock, of which nothing is paid in. The officers are: President, Clarence H. Dennis of Reading, Mass.; treasurer, John S. Richardson of Boston, Mass.

Quincy, Ill.—A new stove manufacturing company, known as the Sheridan Stove Co., has made application for a license to incorporate. The capital stock is $40,000. The company will manufacture cooking and heating stoves. This will give Quincy eight stove foundries, making it one of the stove manufacturing centers of the country.

Rockford, Ill.—Shaw & Kelly have purchased the plant of the Rockford Tool & Sundry Co., and will conduct a business under the name of the Union Polish & Nickle Plating Co.

Saco, Me.—The Quebec Mica Co. has been organized for the purpose of carrying on a general mining business, both in this and foreign countries, with $10,000 capital stock, of which nothing is paid in. The officers are: President, Joseph H. Means, of Saco; treasurer, Philip C. Tapley, of Saco.

Wilmington, Del.—The Royal Mfg. Co. of Scranton, Penn., has been incorporated to manufacture and sell mechanical appliances and hardware supplies; capital, $25,000.

Changes and Improvements.

Akron, O.—The plant of the Creedmore Cartridge Co. has been sold to the Alden Rubber Co. The consideration was $25,000.

Ansonia, Conn.—Israel A. Kelsey of New Haven has purchased the buckle business of the estate of the late James Graham, and has formed a joint stock corporation under the name of the American Buckle Co., with captial of $20,000.

Auburn, N. Y.—More room is needed to accommodate the growing business of another Auburn industry, and extensive additions will accordingly be made to the plant of the Ohio Tool Co. Besides the large addition to the factory proper, a large warehouse will be erected.

Bridgeport, Conn.—Architect Joseph W. Northrop has prepared plans for an addition to be made to the Bridgeport Brass Co.'s plant on Willard Street, adjoining their office. It will be three stories high, of brick.

Bellevue, Ohio.—The Ohio Cultivator Co. have bought out the Bellevue Plow Co. and the two industries will be combined.

Franklinville, N. Y.—W. Ensworth has sold his interest in the Ontario Cutlery Co. to W. McGill.

Fulton, N. Y.—The Miller & Tooley Knife Works is about to be established in the old Thayer carding mill in First Street, the business having so expanded that the former quarters were not adequate.

North Tarrytown, N. Y.—An addition, 40x80 feet in size, is being erected on the south side of the compressor department of the Rand Drill Works. John R. Rand has been elected president of the company to succeed his father, Addison Rand, who died recently. George Sampson has been chosen vice-president.

Nunda, N. Y.—The Woodworth Knife Works has been enlarged by an addition on the east end of the main building and most of the heavy machinery will be placed therein.

Oakland, Me.—The American Axe Tool Co. are building an addition on their scythe shops which will be adapted to strawing scythes that are to be shipped to Australia.

Plainville, Conn.—The Clark Caster Co. has filed in the office of the Secretary of State a notice of an increase in its capital stock from $15,000 to $18,000.

Picqua, O.—Work has been commenced on the foundation of the new addition to the Favorite Stove & Range Co.

Portsmouth, O.—The Ohio Stove foundry have completed a new addition to their factory, in the way of a complete engine and boiler room.

Rockford, O.—The Rockford Tool & Sundry Supply Co. has voluntarily retired from active business.

Sharon, Pa.—Work has been commenced on the erection of a $4,000,000 steel rod and wire nail mill for the Sharon Steel Co. The plant will run independent of the trusts, and will furnish employment to 3500 hands.

Torrington, Conn.—The Union Hardware Co. has increased its capital from $150,000 to $225,000.

Weir Village, Mass.—The Weir Stove Co. are building an addition to their works at Weir Village.

Worcester, Mass.—D. F. Dudley, Son & Co., shovel manufacturers of Sutton, are about to increase their plant by the erection of a large two-story powerhouse and machine shop.

Recent Embarrassments.

Atlanta, Ga.—The Southern Agricultural Works, a large farm implement manufacturing company of this city, has been placed in the hands of a receiver. George W. Parrott was named by Judge Newman of the United States District Court as receiver.

Louisville, Ky.—A receiver has been named for the Bowling Green Stove Co. on petition of the Columbia Trust Co., trustee for $135,000 bonds.

Recent Fires.

Philadelphia, Pa.—A fire of unknown origin in the Bonney Vise & Tool Co.'s shops, No. 3015 Chestnut Street, has done damage to the extent of $150.

Miscellaneous.

Williamsport, Pa.—The stockholders of the Williamsport Iron & Nail Co. held their annual meeting in this city recently and elected the following directors: C. La Rue Munson and John M. Young, of this city; Hon. H. R. Curtin, of Roland, Pa., and William A. Schreyer and John Jenkins, of Milton.

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THE AUDIT COMPANY

OF NEW YORK,

CORNER CEDAR and WILLIAM STREETS

QUEEN BUILDING.

EXTRACT FROM BY-LAWS OF THE AUDIT COMPANY OF NEW YORK.

ARTICLE XIV.

EXAMINATIONS TO BE CONFIDENTIAL.

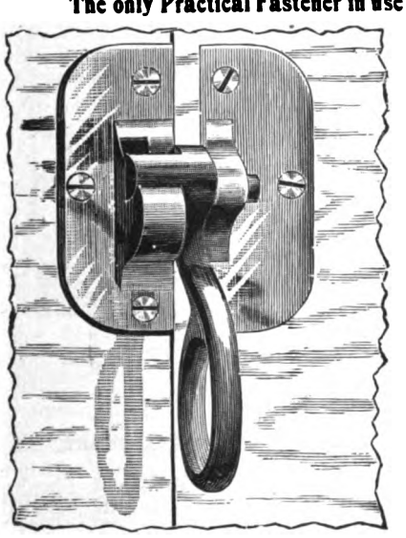
SECTION 1. The results of all audits and examinations made by this Company shall be treated as strictly confidential by both the examiner and the manager of the Company. In all cases, unless otherwise directed or requested by the applicant the reports of the Company shall be made in duplicate, one to be delivered to the applicant and the other to be sealed up and retained by the Company.

SEC. 2. In no case shall the duplicate report so retained by the Company be open to the inspection of the directors, officers or employees of this Company, nor shall the contents be made known except upon authority of a resolution of the Board of Directors of the Company.

SEC. 3 Each officer and employee of the Company who shall participate in making examinations or audits shall, on entering the employ of the Company, make oath that he will not divulge any information obtained by him in the course of his employment relating to audits or examinations

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by

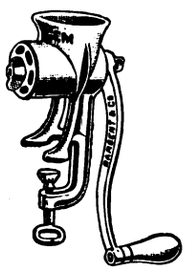
P. J. CONROY,

Beware of Infringements. Paschall, Phila

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**

It won't chop wood



but you can recommend Sargent's Gem Food Chopper to the housekeepers of your city as a first class Food Chopper that will lessen the drudgery of the kitchen and save them both time and money.

WHAT IT CHOPS . . .

Raw Meat, Cooked Meat, Vegetables of all kinds, Fruit of all kinds, Crackers, Bread, Eggs, Cheese, Nuts.

HOW IT CHOPS . . .

Rapidly, Easily, Coarse or Fine, in Uniform Pieces, Without Mashing, Squeezing, Tearing, Grinding.

Don't Fail to Stock Up on Screen Hardware—now is the time and you can order from our 1900 Screen Hardware Catalogue which shows a complete line of desirable goods.

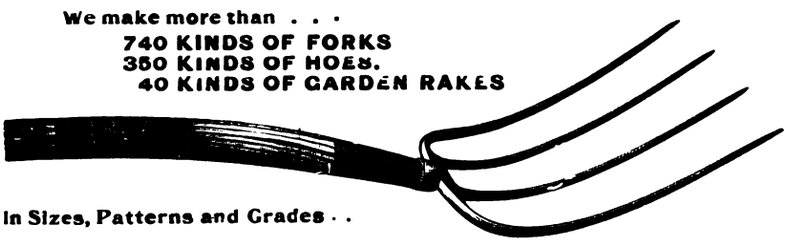
SARGENT & COMPANY,

New Haven, Conn. New York. Philadelphia. Boston.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .

740 KINDS OF FORKS
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

THE IOWA FARMING TOOL CO.,

Illustrated Catalog on Application. . .

FORT MADISON, IOWA, U. S. A.

Largest Manufacturers of Hardware Specialties in the World



Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Snips, Pruning Shears, etc., etc.

SMITH & HEMENWAY CO., 296 Broadway, New York.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description; and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Amherst, Mass.—E. S. Wilber, Phoenix row.

Anderson, Ind.—Geo. Reisinger & Co.

Ashaway, R. I.—Walter Burdick, repairing.

Ashtabula, O.—W. E. Dudley.

Baldwinsville, Mass.—C. S. Dickinson.

Barre, Mass.—Cowan's Bicycle Store.

Batavia, N. Y.—The Batavia Rubber Tire Co. has been incorporated. Capital, $50,000. Directors—Frank Richardson, William C. Gardiner, William W. Leavenworth, Alva M. Colt and John N. Sweet, Batavia.

Bay View, Wash.—Otto Noerdlinger.

Belle Centre, O.—Fred Graham.

Belt, Mont.—Dave Walling.

Billerica, Mass.—Charles Johnson, repairing.

Brewer, Me.—J. D. Holmes.

Brewer, Me.—Gus Anderson, Holmes building.

Buxton, N. D.—Lerom & Springen, repairing.

Caldwell, N. Y.—Elroy Selleck, repairing.

Cambridge, Mass.—J. W. Barry.

Cambridge, N. Y.—Harry Barton, repairing.

Cannon Falls, Minn.—Bacon & Ellsworth.

Cedarburg, Wis.—Arthur O'Leary.

Centreville, Mich.—Simpson Bros.

Chattanooga, Tenn.—The Malden Ridge Automobile Co. has been incorporated.

Chattanooga, Tenn.—Gus Krause. Manufacture of carriages. Capital, $5,000. Incorporators: S. T. Dewees, W. E. Roht, T. W. Foritts, B. F. Foritts, J. F. Johnson, all of Chattanooga.

Clinton, Ia.—Andrew Payson.

Coatesville, Pa.—Ashton D. Rea.

Cornwall, N. Y.—Gilbert T. Cocks, reopening.

Deep River, Conn.—F. A. Allworth.

Duluth, Minn.—Bohm & Ling.

Dunkirk, N. Y.—A. E. Spencer.

Durand, Wis.—A. Vauttrot & Son.

East Grand Forks, N. D.—O. A. Miller, repairing.

East Greenwich, R. I.—V. J. Briggs.

East Orange, N. J.—The New York Rubber Tire Co., which will make and sell wheels as well as tires, has been incorporated. Its capital stock is fixed at $50,000, and the amount paid up is $2,000. The incorporators are John Crane, William A. McMahon and Paul W. A. McMahon, all of New York city.

Easthampton, Mass.—W. I. Smith will re-open.

Enosburg, Vt.—H. F. Reed, School Street, repairing.

Enosburg Falls, Vt.—H. F. Reed, School Street, repairing.

Fitchburg, Mass.—W. H. Gordon.

Fond du Lac, Wis.—Windecker & Colburn.

Forestville, Conn.—J. F. Holden.

Fulton, Ill.—Otto Lindmeier, Peters block.

Geneva, O.—W. H. Morse.

Gladwin, Mich.—D. L. Deye, repairing.

Grantsburg, Wis.—Luther & Jensen.

Green Bay, Wis.—Matt Adhauser.

Hamilton, Mont.—Ben Brush.

Henshall, Ont.—Cook Bros., Jr., reopening.

Hinsdale, Mass.—Clarence J. Clark.

Hollidaysburg, Pa.—Charles A. Beswick has opened a bicycle repair shop in the White building.

Hudson, Mass.—Howe Bros., Felton Street.

Ishpeming, Mich.—Alec. Frickson.

Janesville, Wis.—Ferris & Cadwallader.

Kenosha, Wis.—Fred Parkill.

Kenyon, Minn.—Charles Heitmiller.

Kewanee, Ill.—S. L. Stebbins.

La Porte, Ind.—J. D. Parkinson, repairing.

Changes and Improvements.

Adams, Mass.—Curran & Powers succeed J. W. Stiffler.

Adrian, Mich.—Wm. Fitch has sold out.

Albion, Mich.—Geo. E. Dean has sold out.

Altoona, Pa.—H. H. Lampe & Co., No. 1117 Eleventh Avenue, have added a bicycle department.

Ames, Ia.—T. W. Hauser succeeds W. H. Thurston.

Argos, Ind.—L. J. Hess succeeds Slayter & Hess.

Avon, Mass.—Clarence W. Oliver has added bicycles.

Baird, Tenn.—The Baird Hardware Co. has retired.

Barden Grove, Ia.—Wm. E. Adams succeeds Adams & Spellerberg.

Belvidere, N. J.—J. C. Amery has retired.

Bement, Ill.—Evans & Comford succeed Andrew Swenson.

Benwood, W. Va.—O. O. Gates has added a bicycle department.

Buffalo, N. Y.—Wesant Bros. have dissolved.

Cambridge, Mass.—Brock & Eaton succeed W. J. Newman, No. 1284 Massachusetts Avenue.

Charleston, S. C.—L. W. Bicaise succeeds L. W. Bicaise & Co.

Coldwater, Mich.—J. H. Sutherland succeeds Harry L. Nichols.

Cottonwood Falls, Kans.—H. F. Gillett, has retired.

Danbury, Conn.—A. Craft has removed from No. 232 Main Street to the Dauchy music store.

Danville, Ill.—Gones & Sandusky succeed Chas. H. Gones.

Delphi, Ind.—Louis Ruffing has sold out.

Denver, Col.—The Colorado Cycle Supply Co. have sold out.

Detroit, Mich.—The Cooper Handle Bar Co. succeeds Walter L. Marr.

Duluth, Minn.—Jesse Norton, No. 321 W. First Street, has sold out to F. E. Bohm and B. H. Ling.

East Lynne, Mo.—J. E. P. Williams has retired.

Eldon, Ia.—W. H. Baker succeeds H. C. Mason.

Elmore, O.—The Jager Hardware Co. succeed Gustave Jager.

Estherville, Ia.—Waterman & Armstrong succeed Gus Gilbertson.

Recent Embarrassments.

Hagerstown, Ind.—Abraham W. Miller and B. Ella Miller, trading as the Miller Cycle Co., have filed a petition in the United States District Court, asking for the benefit of the bankruptcy law. The liabilities are placed at $1,955.40, and the assets at $74.15.

Newport, R. I.—Bernard J. Foy has assigned.

Whitestone, N. Y.—William R. and Rutger Bleecker, composing the firm of Bleecker & Co., dealing in sporting goods, have filed their petitions as voluntary bankrupts with the clerk of the United States District Court. The firm debts amount to $2,598.97.

Recent Fires.

Chelsea, Mass.—McLean Bros., No. 437 Broadway; loss $150. Insured.

Chicago, Ill.—J. F. Freemantle.

Denver, Col.—Denver Cycle Co., No. 220 Sixteenth Street; loss $50.

Elmira, N. Y.—Jas. Van Tassel, Market Street; slight loss.

Los Angeles, Cal.—Avery Cyclery, Nos. 408 and 410 South Broadway, loss about $7,000, fully insured.

Mankato, Minn.—A. R. Coates, North Front street, insured.

Muskegon, Mich.—C. J. Dunheim, Lyman Block, loss $2,000, with $800 insurance.

Philadelphia, Pa.—Morton & Shepherd, No. 136 Cherry Street, enamelers; loss slight.

Philadelphia, Pa.—Wm. Hampton; loss $1,000.

Syracuse, N. Y.—At the first annual meeting of the Brennan Mfg. Co. the following officers were elected: President, George C. Cook; first vice-president, Charles N. Tallman; second vice-president, Thomas J. Brennan; secretary and attorney, E. R. Deming; treasurer, Patrick H. Brennan. The corporation has been organized to manufacture handle bars and automobile parts and fixtures. It is capitalized at $10,000 and the business and plant of the old Brennan Handle Bar Co. has been bought and merged in the assets of the corporation. The factory is now located on the fourth floor of the Industrial Building and has a capacity of 100,000 bars a year.

Tampa, Fla.—McCord, Knight & Co., insurance $500.

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Estey Wire . . Works Co.

65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

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The . . .

"Handiest" Step Ladder



YOU CAN GET HIGHER THAN WITH ANY OTHER TWO LADDERS for the same money which you pay FOR ONE of the old, unsafe kind.

THE HANDY LADDER WORKS,

CLEVELAND, OHIO.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION A SPECIALTY. No. 6 PARK PLACE, NEW YORK.

PELOUZE SCALE & MFG CO.,

Scales

HOUSEHOLD COUNTER MARKET CANDY POSTAL SCALES

Lightning Freezers



EXCEL in

Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE

Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR 1900 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St PHILADELPHIA, PA

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

Manufacturers' Agents

Iowa Farming Tool Co. Cortland Door & Window Screen Co.
Oliver Chilled Plow Works. Light Cycle Co., Bicycles.
North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.
Romer Axe Co.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

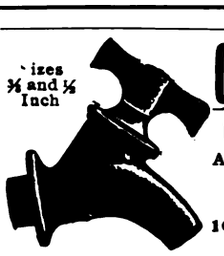
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"HARDWARE" has a field of its own.

That's Why

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Sizes ¾ and ½ Inch

CHEAPEST

IN THE WORLD.

Adapted for Filters and Coolers also.

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500 SENATE — INDIANAPOLIS, IND.

RIVETS & WIRE NAILS.



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New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST——

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

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CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in Illinois and Wisconsin. Address, stating experience, etc., C. C., care HARDWARE, No. 143 Chambers Street, New York. 19

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER.—A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 2

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, No, 143 Chambers Street, New York. 53

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, No. 143 Chambers Street, New York. 52

TRAVELING SALESMAN for New York State, the East and Canada. To visit the Hardware and drug trade particularly. One having experience preferred. Address, W. N., care HARDWARE, No. 143 Chambers Street, New York. 2

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20 00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, No. 143 Chambers Street, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. Y. W., care HARDWARE, No. 143 Chambers Street, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMMERCIAL TRAVELER, well posted, would like to represent an American house desirous of pushing specialties on the English markets. Has considerable experience in United States and England. Good references. Address, H. KIMPTON, No. 1712 Amsterdam Avenue, New York, N. Y. 41

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, No 143 Chambers Street, New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman wants position in any capacity. Address W., care HARDWARE, No 143 Chambers Street, New York. 13

EXPERIENCED HARDWAREMAN.—Situation wanted by a young man experienced in general retail Hardware and builders' supply business. Age 25 A1 references. Address W. C. B., care HARDWARE, No. 143 Chambers Street, New York. 64

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, No. 143 Chambers Street, New York. 66

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Situations Wanted.

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, No. 143 Chambers Street, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, No. 143 Chambers Street, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, No. 143 Chambers Street, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, No. 143 Chambers Street. New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P. H., care HARDWARE, No. 143 Chambers Street, New York. 68

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO., Cleveland, Ohio. 10

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMAN—Wanted first-class traveling salesmen to sell as a side line the Cycloid all metal, full nickeled, air rifle. Sell at sight to Hardware and sporting goods trade. Address CYCLOID CYCLE CO., Grand Rapids, Mich. 65

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Libeal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Hardware Store Wanted.

HARDWARE STORE.—Wanted, a Hardware store in a good location. Address J. C. K., General Delivery, Albany, N. Y. 63

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained at a nominal price if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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WRITE FOR QUOTATIONS

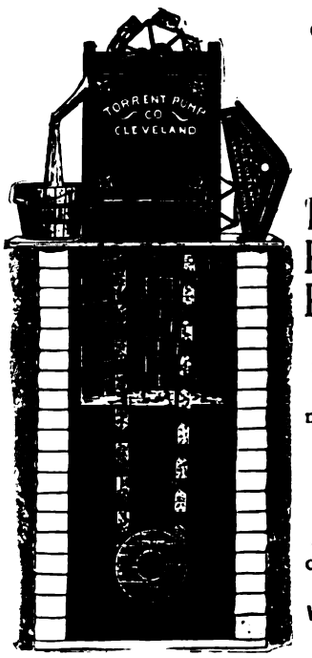


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BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE & TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

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One thousand Hardware and Pump Dealers to handle the

Torrent Purifying Pump.

There is merit in it.

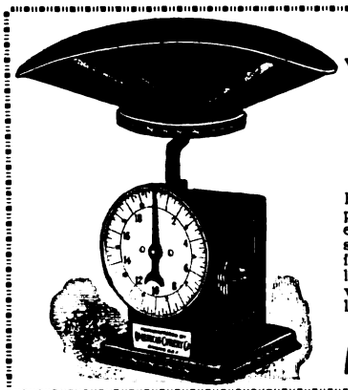
There is money in it.

TRY IT.

Write for new Catalogue of this and other useful Pumps.

WE MAKE THE BEST.

TORRENT PUMP CO.,
ESTABLISHED 1861.
Cleveland, O., U. S. A.



IMPROVED
YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

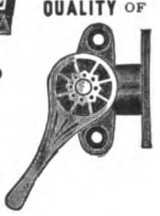
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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,
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The Contractors' Plant Mfg. Co., (Limited,)
....Manufacturers of
STEAM, HORSE and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.
129½ Erie Street, BUFFALO, N. Y.

THE BEST FENCE.



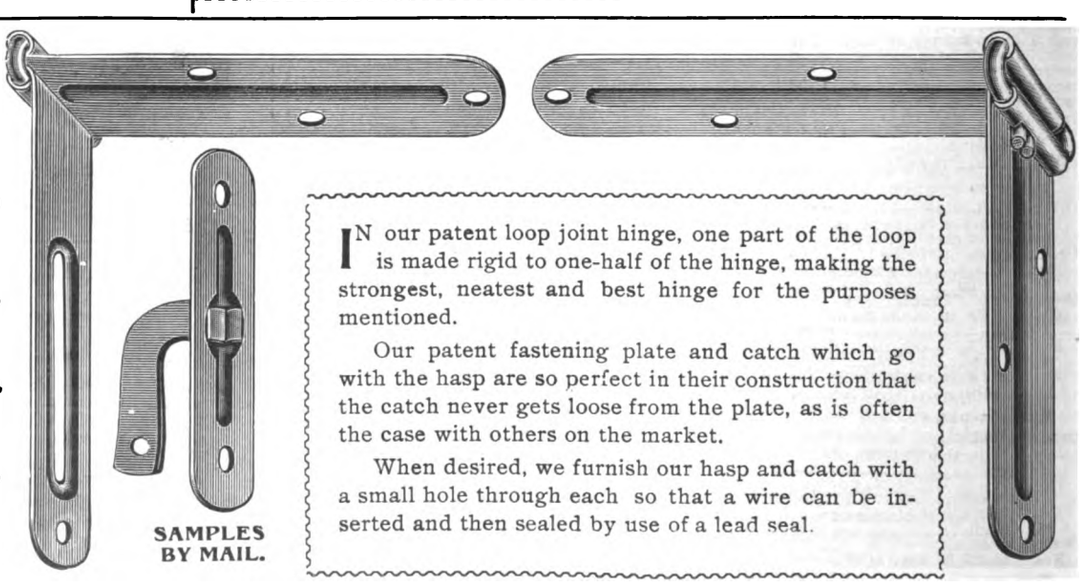
The best fence for farm and poultry purposes . . Also Gates and Lawn Fencing.
Get our prices and Catalogue. . . .

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CARY'S PATENT
HINGE
AND
HASP

Designed Especially for
Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.

CARY MFG. CO.,
19-21 Roosevelt St.,
NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each so that a wire can be inserted and then sealed by use of a lead seal.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's.... } 50%
Ship Carpenters " .... }
Railroad " .... }

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D 35c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting 15& 5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.. .....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....25&10%
B.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers, ...5%
E. L. Caps (for Sturtevant Shells) 5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality....60%
Brass Shot Shells, Club, Rival and Climax.. .....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
Trap," Nitro Powder...40&10& 10&5%

GUN WADS—$ 1000—

E.E., 11 up.60c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c.. } 20%
P.E., 11 up.1.00..P.E., 9&10..$1.25 }
P.E., 8....1.50..P.E., 7.....1.50 }

SHOT—

Tatham Bros., List Feb. 5, 1900.
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.50
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.75
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag...$1.75
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.75
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .35
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 1.75
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining, "A," OO, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," OO, C, F, FF, FFF, FFFF, in kegs of 25 lb each .....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .35
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montrose, Camp's Success.....$ doz. $3.80
Gallen Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.: Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....60%
Steel Drive.....40%
Kohler's: Invisible, No. 3.....$ gro. $6.60
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¼c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..15%

Augers and Bits—

Boring Machine. ..60&10@60&10&5%
Com. Auger Bits...60&10@60&10&5%
Cook's: Augers.....50@50&10%
Augers, Millwrights.....45%
Auger Bits.....50@50&10& %
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.: Double Spur pattern car, No. 30.45%
Nobles Double Spur, No. 33.....60%
No. 10 Extension Lip..... 33⅓%
No. 10 Extension Lip Car Bit 33⅓%
Machine Car Bits, No. 10...33⅓%
Machine Car Bits No. 30.....40%
Ring Augers.....60&10&10%
Jennings' Pattern..... 60%
Job T. Pugh's, Black.. .....20%
Job T. Pugh's, Jenn'ngs Pat.....35%
Snell's Ship Auger Pattern Car Bits..... 25&10%
Swan's: Jenning's Pattern Auger Bits..6 %
Jenning's Pattern Car.... ....40%
Jenning's Pattern Machine ...25%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—

Ames .....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'..... .....25&10%
Ives.....25&10%
Millers Falls, Goodell.....15&7½%
Swan's.....20%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $36.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....40&10@50%
Mayhew's Diamond $ doz. $1.35..40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds'.....60&10%
Mayhew's.....40&10%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood. 60& 10&5%
for metal. 60&10&5%
Cleveland Wood Bits for Brace 50&10%
Detroit.....60%
K. & F.....60&10%
Morse .....50&10%
Swan's, for wood.....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard .....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's.....15@15&10%
Snell's..... .....30&10%
Watrous'.... .....33⅓%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg 50%
Sewing, Com. .....55c@$1.00
Should. Peg.....50%
Shouldered Brad.....50
Socket Scraton $ doz.....$1.1
Stanley Rule & Level Handled Brad..... .....30&10%
Patent Pegging.... .....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets: No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands. $6.50@7.00
First quality, other " $6.00@6.50 Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's: Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb: Broad, New List.....33⅓&5%
Lathing.....33⅓&5%
Shingling.....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co.....40&5%
D. Simmons & Co. Broad..... Shingling and Claw .... Lath, Hunters' etc ..... } 50&5
M. C. Ogden's: Broad.....
Shingling, Lath, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting." 1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.20
25-lb keg $2.75
50-lb keg.....$5.00

Balances—

Chatillon's: Light, Class A.....40&10
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2 .....40%
Large Dial, Class D.....30%

Balances, Sash.

Pullman's.... .....30&10@60%

Barn Door Hangers—
See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise: Japanned, each, $5.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Eastlake.....60&10%
Pure Bell Metal.....50%
Globe (Cone's Patent).....35%
Silver Chime.....35%
White Metal.....65&5%

DOOR—

Trip, Gem..... .....40%
Alarm, Abbe's 40%
Alarm, Yankee.....50%
Gong, Abbe's.....40%
Gong, Yankee.....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure..... .....45@50%

COW—

Com'n Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders..... .....25&10%

Belting, Rubber—

Boston Belting Co.: "Boston".....50% "Imperial," seamless, stitched 40%

Cleveland Rubber Co.: Buckeye.....60&10% Shield High Grade .....60&10% War. 3 XL.....6 %

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ℔ doz.....25%
Millers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....11¼c
Standard, 500 ft to ℔.....11¼c
Manila, 600 ft to ℔.....14¼c
Pure Manila, 650 ft. to ℔.....15¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $30.60.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3.....33⅓%
Excelsior..℔ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Forhans Improved Star Tenon ℔ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ℔ gr. $15.00
Merriman's Iron Lever ℔ gr...$9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Washburn's Plate ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Eddy's.....60&10%
Harts' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 50&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c.50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7½%
Wrought Square.....60%
Wrought Shutter, Standard list.. 40&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, &C.—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Dec. 28, 99, 57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96...72½%
Norway, Phila., list Feb. 26, '96.70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%
STOVE AND PLOW—
Plow.....50&10%
R. B. & W., Plow.....50%
Stove, List Dec. 28, '99.....60%
MISCELLANEOUS—
Sink.....62½%

Bone Mills—

Enterprise.....25@30%
Stearns.....40%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.35, $1.65, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

	Without Augers. Upright.	Angular.
Douglass'.....	$2.75	$3.38
Jennings'.....	3.00	3.75
Millers Falls.....		7.50 15%
Snell's, Rice's Pat.	2.60	2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 106@114½.....60&10%
No. 208½@214½.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....6⅓&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list....66⅔@70%
Shelf, Fancy, Sargent's list.40&10@ 50&5%
Window Screen Corner.....60&10%
Reading, plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works 33⅓@40%
L. & L. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.25&10%
CAST IRON—
Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns, 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%
WROUGHT STEEL—
List, April 1, 1895.
Bronzed Inside Blind Butts..50@ 50&10%
Bronzed, Narrow.....50@50&10%
Fast Joint, Narrow.....
Fast Joint, Light Narrrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 66⅔@70%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....65%

Can Openers—

American.....℔ gross $1.75@$3.00
Goodell's Acme.....℔ gr. $4.00
No. 5, Iron Handle, ℔ gr....$2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ℔ doz. $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montrees' "Excelsior," $6.00 ℔ Doz.....80%
Bullard's.....33⅓%
Cast Iron Steel Points, ℔ doz.....80c
Socket.....℔ doz. $1.75@2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Cyco-Bearing
Amer. Queen.....℔ doz. $37.00
Crystal.....℔ doz. $36.00
Gold Medal.....℔ doz. $24.00
Grand.....℔ doz. $36.00
Grand Rapids.....℔ doz. $22.00
Hall.....℔ doz. $60.00
Prize.....℔ doz. $24.00
Premier.....℔ doz. $24.00
Superior.....℔ doz. $24.00
Welcome.....℔ doz $24.00
Club.....℔ doz. $54.00
Crown Jewel, japan finish, ℔ doz $19.00
Crown Jewel, nickel, ℔ doz. $31.00
Furniture Protector, Japan.....℔ doz. $33.00
Furniture Protector, Nickel.....℔ doz. $34.00
"Standard A," Jap...℔ doz. $20.00
"Standard A," Nick..℔ doz. $33.00
Lots of 5 dozen $1.00 per doz. less.
TOY LINE—
Baby.....℔ doz. $2.60
Child's.....℔ doz. $3.50
Little Daisy.....℔ doz. $1.50
Little Jewel.....℔ doz. $4.00
Little Queen.....℔ doz. $3.50
Misses.....℔ doz. $9.00
Quantity rebates on application.
Perfect, Nick.....℔ doz. $20.00
Perfect, Jap.....℔ doz $18 00
Champion, Nick.....℔ doz. $17.00
Champion, Jap.....℔ doz. $15.00
"PRICE BEARING SWEEPERS"—
"Improved Victor," ℔ doz. net $18.00
"Criterion," ℔ doz. net.....$16.00
"Popular," ℔ doz. net.....$13.00
"Sovereign," Nic. ℔ doz. net..$19.00
Goshen Sweeper Co: New Prices Per Doz.
Goshen's Junior.....$ 9 00
Eureka.....$12.50
Champion.....$17.00
Our Leader.....$18.00
Unrivalled, Broom-Action, Jap.....$18.00
Unrivalled, Broom-Action, Nic.....$20.00
Star, Broom-Action, Jap....$19.00
Banner, Broom Action, Jap.$20.00
Banner, Broom-Action, Nic.$22.00
Reliable, Broom-Action, Jap.$ 0.00
Reliable, Broom-Action, Nic.$22.00
Rapid, Broom-Action, Jap..$20.00
Rapid, Broom-Action, Nic...$22.00
Select, Broom-Action, Jap..$20.00
Select, Broom-Action, Nic...$22.00
Easy, Cam-Action, Jap.....$20.00
Easy, Cam-Action, Nic.....$22.00
Common Sense, Cam-Action, Nic.....$24.00
Our Best, Cam-Action, Nic..$24.00
Majestic, Cam-Action, Nic..$24.00
Imperial, Broom-Action, Nic.....$24.00
Grand Republic, Broom-Action, Nic.....$33.00
Mammoth, Broom-Action, Nic.....$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter...50&5%
American Halter Chain...50@50&5%
American Proof Coil, in 1000-℔ lots, 5-16 ¼ 5-16 ⅜ 7-16 ½ ⅝ ¾ ⅞
$3.75 6.35 5.35 5.00 4.85 4.75 4.50 4.40
Less than cask lots add ¼@½c ℔ ℔
Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chains...30%
Covert Mfg. Co. Halter Chain.....30%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain..5½@6c
German Coil, list July 24, '97...60@ 60&10%
German Halter Chain, list July 24, '97.....60@60&10%
Jack Chain, Iron.....50&10@70%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%
COW TIES—
American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Jute.....40%
Manilla.....40%
Sisal.....30%
Triumph.....40%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10%
C. E. Jennings & Co. No 70.....35%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%
TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@5.00 to ℔
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5 to ℔
Tanged Firmers'.....40@40&10%
COLD CHISELS—
Good quality, ℔ ℔.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00....35%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $3.50; No. 2, $12.50.35%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....15%

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Adjustable, Stearns'.....30%
Malleable, Stearns.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's..50@50&10%
Carriage Makers' Stearns...50@50&10%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $4.00
Star Socket.....₩ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago....Each $8.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net
Brown & Sharpes.....
Martin's.....

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddel's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....25&10%
Stevens's "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div...25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.40&10%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fitch's, List Nov. 20, '96.....25&10%
Kohler's.....40%
New York Stamping Co. List, Sept. 17, '97.....40
Perfect.....40%
Rubber, ₩ doz. $7.50.....20&10%
Southington Cutlery Co.'s...25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete. $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₩ doz. $5.50. 45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 30 in, ₩ gro.....$15.00
Torrey's Rod, 43 in., ₩ gro....$42.00
Victor, Coil.....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....20@30%
Breast, Millers Falls, each $3.00 15&10%
Clamp.....30%
Ratchet, Billings' Dble. Acting.33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20@25%
Stearns' Bench.....50%
Upright, B. & P.....50%
Hand, Goodell's.....3'&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.50
Dover, No. 10.....₩ gro. $7.00
Dover, Steel Handle No. 10, ₩ gro.....$7.00
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00
Rival.....₩ gro... $9.00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 45, ₩ ℔.....10c
No. 54 to 150, ₩ ℔.....11c } 20%
Flour, ₩ ℔.....8c

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00 net
Westenholm's, ₩ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@ 0&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....60%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓%

Files—
DOMESTIC—
New List, November 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....60&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works: Great American.....60&30%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks..40&5%
Four Tine Hay Forks, Standard Size.....66⅔%
Four Tine Hay Header and Baler Forks.....60&30%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks 70%
Grain or Barley Forks,..70&10&2½%
Heavy Mill, Manure or Street Forks.....75%
Oyster Forks.....40&5%
Potato Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....40&5%
Sluice Forks.....40&5%
Socket Four Tine Hay Forks 66⅔&5%
Socket Four Tine Manure Forks.70%
Socket Four Tine Spading Forks, 70&5&5&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Tine Hay Forks, Standard Size.....66⅔%
Three Tine Hay Header and Baler Forks.....67½&2½%
Two Tine Hay Forks, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....35@30%

Fry Pans—

Acme Fry Pans.....70@70&5%				
Burnished, regular goods.75@75&10%				
Standard List.....70&10@75%				
No.....	0	1	3	4
₩ doz..	$3.00	$3.75	$4.25	$4.75 $5.25
No.....	5	6	7	8
₩ doz.....	$6.00	$7.00	$8.00	$9.00

Fuse—
Common Hemp Fuse, ₩ 1000 ft.. $4.50.....25%
Common Cotton Fuse, ₩ 1000 ft. $4.75.....25%
Single Taped Fuse ₩ 1000 ft. $8.00.35%
Double Taped Fuse...₩ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch..... .....33⅓%
Clapboard.....35&10%
Marking, Mortise, &c.....55&10@55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....30&10%
Starrett's Surface, Center and Scratch.....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....60&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters....45%
Covert Mfg. Co. Jute Rope Halters,45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co. Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, $1.35, 1.50&1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5&40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&5&5%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&5&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz., $3.00
Verree.....60&10%
Warner & Nobles New List.....35%
HEAVY HAMMERS AND SLEDGES—
Under 3 ℔.....₩ ℔ 40c } 70%
3 to 5 ℔.....₩ ℔ 35c }
Over 5 ℔.....₩ ℔ 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths....9½c@10c₩ ℔

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's....50&10%
Door or Thumb
Chest Handles, Stearns, No 1.30.07%

Nos.....	0	1	2	3	4
Per doz.....	$ .80	1.00	1.05	1.35	1.80

50&10%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....85@85&10%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORM DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed....50@50&10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—
Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—
Auger, assorted....⅌ gr. $2.25@2.50
Auger, large....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3⅜....40%
Auger, Swan's, Pat. ⅌ set, No. 2, $1.00; No. 4, $1.25....25&10%
Brad Awl....⅌ gr. $1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut....50%
File, assorted....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc....50&10%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins....40%
Champion....45@45&10%

Hangers—
American Trackless....33⅓&2½%
Barn Door, old pattern....60&10%
Barn Door, New England....66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge, Barn Door....50%
Chisholm & Moore Mfg. Co.:
Advance....60&10%
Cleveland....70%
Moore's Elevator....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Hidder's....50@50&10%
Lanes Barn Door:
Barn Door, Standard....60%
Covered....50&10@50&10&10%
Special....50&10@60%
No. 50....50&10@60&5%
(New Model) Tinned....30&10@40%
Parlor, Standard....40&40&5%
Manhattan....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ⅌ dozen pairs....60&10%
Richards' Single Track, Steel. 40&10%
Richards' Anti-Friction....50%
Stearns':
Single Track, No. 5....30&20%
Gem....60%
Royal....60%
Challenge....60%
Warner. 1 and 2....40%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&5%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3 $25.00; No. 4, $35.00.60&10&2½%
Warner's Pat....30&10&10%
Wilcox....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz....40&10%
Wrought....80&10@55%
Wrought, Stanley....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.80, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point....50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Wadsworth's....40%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔@10@70&10%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate } 70%
Rolled Raised }
Plate Hinges "Providence" 6 to 12 in. ⅌ D, 5c. 14 to 36 in. ⅌ D, 4c.
Screw Hook and Strap. 6 to 12 in., ⅌ D.. 3¼@3½c
14 to 20 in., ⅌ D.. 3¼@3½c
22 to 36 in., ⅌ D.. 3@3¼c

STRAP AND T HINGES—
Light Strap Hinges...66⅔@66⅔&10%
Heavy Strap Hinges....70@70&10
Light T Hinges....50&10@60
Heavy T Hinges....60&10@60&10&10
Extra Heavy T Hinges....66⅔@70%
Long Chest Hinges....45@50%
Hinge Hasps....45@50%
Crate Hasps....45@50%
Crate Hinges....66⅔@70%

SPRING HINGES—
Bommer's....33⅓%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Kell's American....30%
Matchless, Double Acting Pivot. 25%
New Idea, No. 1, ⅌ gro....$7.50
New Idea, No. 2, ⅌ gro....$18.00
Rex....⅌ gr. $13.00
Royal Japanned....66⅔%
Rubber....66⅔%
Sargent's List 1894:
Bronze Metal....70&10&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double..60&10%
Mortise....70&10%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....60&10%
Vigilant....60%
Stearns....75%
Union Spring Hinge Co.'s list, March, 1894....20%
Union Mfg. Co....25%
VanWagoner & Williams Hdw. Co.:
Acorn, ⅌ gro....$12.50
Acme....30%
Acme, Brass....20%
American....30%
Clover Leaf, ⅌ gro....$12 50
Columbia, No. 14....⅌ gro. $9.00
Columbia, No. 18....⅌ gro. $35.00
Crown....30%
Gem....25%
Knoxall....⅌ gro. $9.00
Oxford....25%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3....50&10@60&10%
N. E...⅌ doz $7.80....60%
N. E. Reversible....⅌ doz $5.60 60%
N. Y. State..⅌ doz $4.90....60%
Shepard's Nos. 1, 2, 3....60&10%
Western, ⅌ doz $4.20....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....55@60%
Parker....70&10%
Sargent's Nos. 1, 3, 5, 11, 13...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5. 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25. 70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos. 1, 3 and 5....70&10%
Noiseless, Nos. 50, 60, 65 and 55. 80%
O. S. Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.80...33⅓&40%
Stanley's Rolled....2½&10%
Stanley's Rolled Center....30%

Hitching Cords—
Covert Mfg. Co....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes....65%
Cotton Hoes....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½%
Garden Hoes....75&2%
Harper's No. 7 Mortar Hoes....65%
Jersey Hoes....65%
Ladies' Cotton Hoes....75&10&7½&2
Lail Steel Edge Hoes....3⅓&5&2½
Meadow and Rhode Island Hoes, 75&5&2½%
Mortar and Street Hoes..75&7½&2½%
Planter Hoes, Regular Pattern, 70&30%
Rough Finish Shank Cotton Hoes, 75&12½%
Special Hoes....75&10&2%
Special Mortar Hoes....40&10&2½%
Sunhem Meadow Hoes...75&5&2½%
Tobacco Hoes....75&20%
Toy Ladies' and Boys' Hoes...70& 10&10%
Truck Hoes....50&10&2%
Warren Hoes....60%
Weeding Hoes and Rakes....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE:—
Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans....45@50%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans.. 45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—
AGRICULTURAL—
Potato, all kinds....75%
Manure....50%
Iowa F. T. Co.'s Clam....70%

BUSH—
Jennings & Griffin's....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....60&10%
Chandelier....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—
Cotton....⅌ doz $1.25
Cotton Pat. (N. Y. Mallet & Handle Works....20%
Hammock Hooks, E. C. Stearns, ⅌ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise....40%
Humason & Beckley....30&10%

WIRE—
Atlas Coat and Hat....60@60&10%
Belt....30%
Crescent, Coat and Hat....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks....60&30%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron 70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. C....25c 23c 23c 21c 21c. 40&10%
American, all sizes, 10½c....net
Nos....6 7 8 9 10
Ausable....23c 23c 23c 24c 25c....50%
Anchor....23c 21c 20c 19c 18c....40%
C. B. K....25c 23c 23c 21c. 21c 40%
Capewell...19c 18c 17c 15c 15c..10&5%
Champlain..23c 23c 23c 24c 23c 40&5&2%
Clinton Fin. 19c 17c 15c 15c 14c. 30&5%
Essex....23c 23c 23c 24c 23c. 40&10@50%
Lyra, all sizes....9½c., net
Maud S....23c 23c 23c 21c. 21c 30&10&5%
Neponset....40%
Northw't'n. 23c 23c 23c 21c 20c. 25@25&5%
Putnam....23c 21c 20c 19c 18c..33⅓%
Snowden. 9½c 9½c 9½c 9½c 9½c., net
Vulcan....23c 21c 20c 19c 18c....25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb's....$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy....$5.25
Hartford Side-Weight, Extra Light....$7.00@$7.50
Hartford Side-Weight, Light and Medium....$7.25@$7.50
Perkins Improved Snow....⅌ D 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co....45%

Hose, Rubber—
Boston Belting Co.:
"Boston"....50%
Competition....70%
Extra....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....30&10%
Staple....30&10%
Standard....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00
Ice Crusher, No. 3, ⅌ doz. $3.00
Ice Crusher, No. 2, ⅌ doz. $4.00
Ice Crusher, No. 1, ⅌ doz. $30.00
Ice Tools....⅌ doz. $4.00
Sargent's Ice Awls....55%
Snell's....30%
Star....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00... 25@30%
No. 34....⅌ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain....15@25%
Spun Brass, plated inside with White Metal....10@15%

Knives—
Ames':
Bread Knives. ⅌ doz. $1.50,....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Br'd Knives 40%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base....15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr....$1.25@$1.50
Carriage, Jap....⅌ gro. 80c, 60&10%
Door Knobs, Hemacite....40%
Door Mineral, R. & E. list....45&10%
Door Por. Jap'd " " ....45@10%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's....50&10&10%
Picture, Sargent's....70&10%
Shutter, Porcelain....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—

Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....60&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$4.00 $4.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25&30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00..80%

Leaders—

Covert Mfg. Co. Cattle.....45&2%

Lead Pipe, &c.—

Lead Pipe, full lengths.....₩ lb 7c
" " cut lengths ...₩ lb 7½c
Lead Pipe, Tin Lined.....₩ lb 12½c
Block Tin Pipe.....₩ lb 37½c
Sheet Lead, full rolls.....₩ lb 8c
" " cut rolls.....₩ lb 9c
Quantity discount 20%

Lemon Squeezers—

Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ₩ doz. $6.50; 2, $3.25; 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ₩ doz. $9.60
Jennings' Star...₩ doz. $1.90@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00 80&10@40%
Wood, Common ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifter

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50.....10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz.$7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
B. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co.....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
" Chain.....25%
Champion.....40%
Eagle.....40
Scandinavian.....20&25
McWilliams.....25
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—

American.....30%

Nos.	1	2	3	4	B	5
Each.	$5	$7	$10	$25	$50	$80

Dixon's.....₩ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.50	$5	$4	$6

Hales Pattern ₩ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..₩ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Miles' Challenge ₩ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ₩ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ₩ doz $60.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ₩ lb..25c
No Name.....₩ lb..15c
Mystic.....₩ lb..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....₩ doz $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....50@50&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ₩ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $5.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@80&5%

PICTURE—

Brass Head. Combination list....50%
Brass Head. Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Cyclops.....35%
Eclipse.....₩ doz. $12.00..35&10&10%
Giant, No. 1, ₩ doz $12.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz $18.00, 20%
National.....₩ doz. $24.00, 40%
Pelican.....₩ doz $9.00, 40@40&10%
Scranton No. 2.....₩ doz. $10.00
Scranton No. 3.....₩ doz. $9.00

Nail Sets—

Buck Bros.....37½%
Cannon's Diam'd Point₩ gr.$12, 25%
Humason's.....50&10%
Hunters' Cup Point Knurled.....₩ gro. $10.00
Hunters' Cup Point, Plain.....₩ gro. $9.00
Octagon.....₩ gro. $4.50@$4.75
Round, assorted.....₩ gr. $3.00@3.25
Square.....₩ gr. $4.00@$4.25
Snell's, Knurled.....50&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ₩ gross $30.00..40%
Acme, Nickel Plated, ₩ gro. $36.00 20%
Turner & Seymour Mfg. Co.....50%

Nuts—

Cold Punched, Square, off list. $4.30
Hex, off list.....$4.30
Hot Pressed, Square, off list..$4.40
Hex, off list.....$4.60

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....₩ doz. .50
Leader.....₩ doz. .60
Perfect Oilers.....₩ doz. $1.50
Star Pocket Oilers.....₩ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ₩ lb.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above...80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ₩ lb.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
3x1, ₩ doz.....$13.00
7x2, " 11.00
8x2, " 10.00
5x1, " 9.00
4x1¼ " 7.00
3½x1 " 6.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x½ to 1¼, ₩ lb..... .24
" 2x2x½, extra selected.. .40
Discount 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, per lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%

MISCELLANEOUS—

American Packing.....8c@10c ₩ lb
Cotton Packing.....13c@14c ₩ lb
Italian Packing.....11c@13c ₩ lb
Jute.....5c@5½c ₩ lb
Russian Packing.....10c@13c ₩ lb

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....₩ doz $4.50
Baldwin.....₩ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....₩ doz 16.00
Improved Bay State.₩ dz..$37@50.00
Little Star.....₩ doz 4.00
New Lightning.....₩ doz 5.50
Penn.....₩ doz 3.75
Perfection.....₩ doz 4.00
Reading, 73.....₩ doz 4.00
Reading, 75.....₩ doz 7.00
Scott's Pat. Rotary, ₩ doz $15.00, 20%
Turntable, Old Style.....₩ doz 4.50
Turntable, 1898.....₩ doz 5.00
White Mountain.....₩ doz 4.00

POTATO—

Saratoga.....₩ doz 5.50
White Mountain.....₩ doz $4.50

Pencils—

Dixon's:
Carpenters'.....₩ gr. $2.87@3.75
Carpenter, Blue or Red Lead.....₩ gro. 4.00@7.50
Lead.....₩ gro. 2.12@4.25
Lumber.....₩ gro. 6.37
Mascot, Hexagon.....₩ gro. 4.75
Mascot, Round.....₩ gro. 3.12

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $18.00.....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....60&10%
Molding.....40&5%

IRON PLANES—

Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer's Iron Planes.....50&10%

PLANE IRONS—

Auburn "Thistle"..... }
Ohio..... } 30&10@40%
Sandusky..... }
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to 30
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....20&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....35&10%
Disston's.....70%
Machinist's.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....35&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro $5.75, 10%
Gem.....₩ gro $4.50, 10%

Poppers, Corn—

Round or square,
1 qt., ₩ doz. $ .75; ₩ gr. $6.50 } 10@
1½ qt. ₩ doz. $ .85; ₩ gr. $8.00 } 10@
2 qt., ₩ doz. $1.15; ₩ gr. $12.00 } 10@
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ₩ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...₩ doz. $12.00
Hercules, No 25.....₩ doz. $10.00
Invincible, No. 6.....₩ doz. $ 9.00
Pioneer, No. 714.....₩ doz. $ 7.50
Lock Lever, No. 20...₩ doz. $12.00
Universal, No 49.....₩ doz. $12.00
New Champion, No.37 ₩ doz. $ 6.00
Iron Handle, No. 33...₩ doz. $ 7.00
Ryan's.....₩ doz., $30.00, 25%

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70%
Vaughan's, 10 to 13 inches.....60%

Potato Hooks, etc.

Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

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Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₩ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₩ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₩ doz $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 46.....₩ doz. $3.50
American, No. 33.....₩ doz. $2.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₩ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60%
Brass Screw.....45&10%
Ceiling.....60@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, per doz., $6.00.....50&10%
Hay Fork, 5-in. Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5 in. Wheel, ₩ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....50&10@60%
Pitcher Spout, Best grades....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....$13.00
No. 3, Fig. 338, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 72, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$10.00
No. 108, Fig. 443, 3½ in. Lift Pump.....$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 236, Fig. 399, Windmill Pump.....$12.50
No. 230, Fig. 402, Windmill Pump.....$13.50
No. 235, Fig. 403, Windmill Pump.....$14.50
No. 240, Fig. 406, Regulator Pump.....$30.00
No. 260 Fig. 484, Imperial Cyclone Pump.....$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....$17.00
No. 267, Fig. 488, Geyser Tank Force Pump.....$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 320, Fig. 492, Bucket Spray Pump.....$6.50
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₩ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₩ doz.....$1.44, 5%
Tinners' Hollow, P. S & W. Co 20&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
Per 100 feet.....$1.40 1.55 1.80
Barn Door, "None Better" No. 1, ₩ foot.....3½c
Barn Door, "None Better" No. 2, ₩ foot.....3¼c

B. D. for N. E. Hangers:
Angular, per foot, 6c.....70%
Double Flange, per foot, 8c....70%
Carrier Steel Rail, ₩ foot.....4½c
Cronk's:
O. N. T. Style, No. 18., ₩ foot, 3 c
Double Braced.....₩ foot, 3½c
Lanes':
O. N. T., 1 in.....₩ 100 ft. $3.00
O. N. T., 1¼ in.....₩ 100 ft. $3.65
Standard, 1¼ in.....₩ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronsed Wr't Iron.. ₩ ft. 6½c
Sliding Door, Steel, Brass Plated, per foot.....5½c
Sliding Door, Wr't Brass, 1½ in. ₩ ft., 35c.....10@20%
Victor Track Rail, 7c ₩ foot, 60&10&2½%

Rakes, Etc.—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₩ doz. $3.25@$3.15
Lawn Queen, Impr'd, net ₩ doz.
20-Tooth.....$3.50@$3.60
24-Tooth.....$3.60@$3.75
Jumbo.....net ₩ doz. $7.00@$9.00
Paragon....net ₩ doz. $3.25@$3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.....70%
Steel Road Rakes.....55%
Steel Tar or Asphalt Rakes.....5%
Turf Edgers.....60&5%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....30%
Westenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze finishes.....30%
Electro-plated.....30&10%
Nickel-plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal.20%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand, in papers.....52½%
Coopers, in bulk.....52½%
Block, and Carriage, in papers.52½%
Hame.....52½%
Belt with burrs, tinned or copper.....52½%

Rivet Sets—
Regular list.....70%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope -
Cotton Rope, Best, ¼ in. and larger....₩ ₺ 13 @14c
Medium, ¼ in. and larger.....₩ ₺ 10 @12c
Common, ¼ in. and larger.....₩ ₺ 8½@10c
Jute Rope:
A grade.....₩ ₺ 7½c
C grade.....₩ ₺ 7 c
Manila:
7-16 in. and larger..₩ ₺ 15½c
⅜ in.....₩ ₺ 16 c
¼ and 5-16 in.....₩ ₺ 16½c
Hay Rope, Med.....₩ ₺ 15½c
Sisal:
7-16 in. and larger....₩ ₺ 10½c
⅜ in.....₩ ₺ 11 c
¼ and 5-16 in.....₩ ₺ 11½c
Med. L'th Y'rn.....₩ ₺ 10 c
Hay Rope.....₩ ₺ 10½c

Rules—
Athol, Steel.....33⅓&5%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₩ ₺ 4½c
Chinese Sad.....3½c
Crown, Polished.....₩ doz. $6.50
Crown, Nickel.....₩ doz. $7.00
Common 4 to 10.....₩ ₺ 3¼@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₩ doz $10.00, 20%
Self-heating, Tailors' ₩ doz $22.50, 25%
Sensible Nickel.....₩ doz. $7.00
Sensible Polished.....₩ doz $6.50
Sensible, Tailors'.....₩ ₺ 4½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—
Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—
Cable Laid Italian Sash...₩ ₺ 16@18c
Cable Laid Russia....₩ ₺ 13½c@14c
Common India.....₩ ₺ 8½c@9c
Common Russia Sash.₩ ₺ 12½c@13c
Patent India.....₩ ₺ 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton.....₩ ₺ 30c
"Samson" Braided Drab, Cotton.....₩ ₺ 35c
"Samson" Braided Italian Hemp.....₩ ₺ 33c
"Samson" Braided Linen, ₩ ₺ 56c
Silver Lake:
A Quality, Drab.....₩ ₺ 40c. 15@15&7½%
A Quality, White.....₩ ₺ 35c. 15@15&7½%
B Quality, Drab, ₩ ₺ 35c..... 15@15&7½%
B Quality, White ₩ ₺ 30c..... 15@15&7½%
United States:
B Quality.....₩ ₺, 18c
C Quality.....₩ ₺, 16½c
White Cotton, Hard Braided. ₩ ₺.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10&10%
Sash Lifts Flush.....60%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co...50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—
Small lots.....₩ ton, $32.00@$33.00
Ton lots at factory.....$33.00@$31.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 3 in. to 14 in. wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $30.00 ₩ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—
Atkin's:
Criterion Saw Sets, ₩ doz.....$6.00
Excelsior Saw Tools ₩ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....30%
Kohler's:
"Giant Royal".....₩ doz. $9.00
"Royal".....₩ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $23.00: No. 5, $31.00.....40&30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ₩ doz.....$4.75
Stillman's ₩ doz.....$1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171, ₩ doz. $17.00@$18.00
Tea, No. 161.....₩ doz. $5.75@$6.00
Union Platform Plain...$2.00@$2.10
Striped.....$2.15@$2.25

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz., $2.00
Box, 2 Handle....₩ doz., $3.00@$4.00
Foot.....55&5@50&5%
Ship Common.....₩ doz., $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₩ doz. $3.0%

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@60&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames, 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₩ doz. $6.00 net
Electric Spiral No. 02, ₩ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 3, $13.50%
Howard-Allard, low list.....30%

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C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....66⅔%
Screw-Driver Bits....₩ doz., ...75c
N. E. Specialty Co.'s.....50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.60&10%
No. 66.....70&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Pat..... .....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

List Jan. 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point...80%
Iron, Bright Flat Head.....80%
Iron, Br't R'd & Oval Head.....75%
Nickel Plated, Iron Flat Head....70%
Nickel Plated, Iron R'd Head....70%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron R'd Head....70%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895..65@65&5%
Hand Rail.....60&10%
Lag Screws. List Jan. 30, 1895.
Cone Point.....55%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.25; 1¼, $3.50; 1¼, $4.25
Bench, Wood, Beech.....₩ doz $2.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's.....50%
Piano Stool.....60&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....net
Grass.....net
Scythe Snaths.....40@40&10%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.....net
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Elm City.....net
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's Standard List,
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
M.W. Co., list July, 1892.50&10@30&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....30%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade. No. 2, Polished, Sq. or Rd. Point, D or L Handle:

	A Grade.	B Grade.
Solid Steel Pat'n..	$10.50	$9.60
Hollow Back " ..	10.20	9.30
Back Strap " ..	9.90	9.00
	C Grade.	D Grade.
Solid Steel Pat'n..	$8.70	$8.10
Hollow Back " ..	8.40	7.80
Back Strap " ..	8.10	7.50

Black, 30 cents per dozen less than polished.
Advance 30 cents per size for larger sizes.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Diston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....20@30%
Enterprise Mfg. Co.....25%
Tucket & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. $23.50@$30.00
Kraut Cutters.....50%
Woodrough & McFarlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10%
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps.....
High Grade Snaps.....
} 45%
Jockey Snaps.....40%
Derby Snaps.....35%

Soldering Irons—

Covert Mfg. Co.....20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33⅓%
Wood.....₩ doz. 25&10%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue "C".....net List.
Nickel Silver, Catalogue "C" net List

SILVER PLATED FLATWARE—

L Boardman & Son.....Catalogue "C"—net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

"1847".....₩ doz., net, $3.50
"Anchor".....₩ doz., net, $3.25
"Eagle".....₩ doz., net, $3.25
"Star".....₩ doz., net, $3.25
Rogers, Smith & Co., ₩ doz., net.....$3.25
Rogers & Hamilton, ₩ doz., net, $3.25
Holmes & Edwards ₩ doz., net, $3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10 @60&10&10%
Winterbottom's Try & Mitre.40&10%
Nickel-Plated. New List Jan. 5, 1900, 65&10%
Steel and Iron.....65&10%

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .....85&10%
Carpet Tacks:
American, Blued.....90%
American, Tinned.....90%
Swedes Iron Tacks:
S. S.....90&5%
Bill Posters' and Railroad Tacks:
S. S .....90&20%
Common and Patent Brads...70&5%
Finishing Nails.....70&5%
Gimp Tacks:
S. S .....90&20%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....70%
Trimmers' Tacks:
S. S 90%
Trunk and Clout Nails:
Steel, Black.....75&5%
Steel, Tinned.....75&5%
Upholsterers' Tacks:
S S.....90&20%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....30%
Shade, in dozens.....90&5%
Shade, in bulk.....30%

Tack Pullers—

Columbia, No. 1, per doz. net,....$1
" " 2, " ...1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Asses' Skin....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....25%
Lufkin's Steel and metallic..25@30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@60&10&10%
Pipe, ⅛ to 1¼.....30@30&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete....each, $10.00
Letter B, for Warehouse..each, $3.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).20&2%
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ doz.....$1.75
D. H. Fork, Steel Regular, e'ch .35
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₩ ft.... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ doz.....$2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ doz.$1.90
Floor Hooks, ¾ in. ₩ doz. .... .70
Floor Pulley, Wood Sheave, Fig. 436, ₩ doz.....$2.25
Hanging Hooks for Double Steel Track, ₩ doz..... .65
Hanging Hooks for Single Steel Track, ₩ doz..... .65
Hanging Hooks for Wood Track, 10 in. ₩ doz..... .55
Hanging Hooks for Wood Track, 14 in., ₩ doz..... .65
Malleable Frame K. P. Pulleys, Fig. 676 ₩ doz.....$2.40
Malleable Rafter Brackets, ₩ doz..... .40
Nellis Fork, each.....$1.60
New Myers Iron Rod Car....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ doz.. .....$2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch. ₩ doz.....$1.75
Single rail Car, Single Steel T. $3.5
Single Rail Steel Track with clamps, ₩ ft.....

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Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.25
Wrought Rafter Brackets, ₩ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@70&10%
Crescent .....70@70&10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₩ 100, $12.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole.....15%
H. & N.....65%
Newhouse.....40%
Victor.....70&5%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse,.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza....₩ doz 90c@$1.00
Mouse, Catch-'em-alive ₩ doz $3.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₩ gr $9.00
Mouse, Round Wire, ₩ doz $1.50, 10%
Mouse, Wood, Choker, ₩ doz holes 10c
Marty French Rat and Mouse Traps (Genuine):
No. 1. Rat, ₩ doz. $12.00; case of 24.....$10.50
No. 2, Rat, ₩ doz. $5.50; case of 50.....$5.00
No. 2½, Rat, ₩ doz. $4.50; case of 72.....$4.00
No. 4, Mouse, ₩ doz. $3.50; case of 72.....$2.75
No. 5, Mouse, ₩ doz. $2.75; case of 150.....$2.25
Schuyler Rat Killer, No. 1 ₩ gro., $15.00; No. 2 ₩ gro., $15.00
Mouse, No. 3.....$9.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₩ doz....$15.00
Yankee Mouse Trap, ₩ doz.. $5.50
Yankee Rat Trap, ₩ doz.....$11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole....₩ gro., $4.00
Snap Shot, 4-Hole....₩ gro., $7.00

FLY—

Balloon, ₩ doz $1.50.....₩ gr. $15.00
Globe.....₩ doz., $1.50; ₩ gr. $15.00
Harper....₩ doz., $1.75; ₩ gr. $18.00

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.40%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....25@25&10%
Peace's Plastering.....25@25&5%
Richardson.....25@25&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co. 25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris.....15%
PARALLEL—
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10%
Ball Clamp.....45%
Gravity.....net
Hand.....15%
Moore's.....20%
Parker's:
Regular.....20@25%
Combination Pipe.....55@60%
Oval Slide.. .....55@60%
Victor.....20@25%
Vulcan.....40@45%
Phenix.....30@30&10%
Prentiss.....20@25%
Sargents.....70%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 2 & $15,00..40&10@50%
Cincinnati.....50%
Stearn's Com.. No. 0, 1, 2, and 3.. 50@50&10%
Stearn's Rubber Jaw, Nos. 10 and 33.....33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&5%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....25%
Bright Wire Goods, New list... 30@30&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70&5%
Cop'd, Nos. 6 to 16 ....67½@67½&5%
Galv., Nos. 6 to 16.....6½@67½&5%
Tin'd, Tinned list Nos. 0 to 18... 70@70&2½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos. 27 to 36. 75@75&10%
Picture Wire....New list 70@70&10%
Steel Music Wire, Nos. 13 to 20, Imported, ₩ lb.....60@70c
Stub's Steel Wire.....$6.60 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30%
Painted Screen Cloth good quality, ₩ 100 sq. ft.....$1.75@$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$2.00@3.50
Alligator.....70%
Baxter's.....65%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black..40&5%
Patent Combination Bright....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....4 %
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....25&10&5&5&3%
"Mechanics'".....25&10&10 &5&5&3
Coes' Pattern, Wrought Bar..60& 10@60&10%
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem.....33⅓%
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....30&10%
Acme .....60@60&5%
Bull Dog.....30&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels..₩ gallon.....60c
Linseed, City, Boiled, in barrels ₩ gallon.....63c
Out of Town on Spot..₩ gal.....60c
Calcutta, Raw, in bbls....₩ gal. 71c
Lard, Prime City.....₩ gal. 52@54c
Extra, No. 1.....45@47c
No. 1.....43@45c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $30.00@$31.00
Barytes, American Floated, ₩ ton $18.00@$20.00
Barytes, Crude ₩ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₩ lb.....5½@5¾c
White Lead, American, in Oil, in lots of less than 500 pounds, ₩ lb net.....7c
In lots of 500 pounds and over, ₩ lb.....6½c
White Lead, Foreign, in Oil, ₩ lb 8@9½c
Litharge, Kegs, ₩ lb.....6½@7c
Zinc, American, Dry, ₩ lb..4½@5½c

Putty—

In bulk.....$1.85
In bladders.....2.25
In cans, 50 lb 2.00
In cans, 25 lb 2.25
In cans, 12½ lb 2.50
In cans, 5 lb 3.50
In cans. 3 lb 4.00
In cans, 2 lb 4.50
In cans, 1 lb 5.00

Spirits Turpentine—

In regular bbls..... @55 c
In machine bbls.....55½@— c

Dry Colors

Blue, Chinese.....₩ lb	30	@35	
Blue, Prussian.....₩ lb	29	@35	
Blue, Ultramarine..₩ lb	6	@30	
Sienna, Italian, burnt & powdered ₩ lb	4½	@10	c
Sienna, Italian, raw & powdered...₩ lb	3	@7	c
Umber, Turkey, burnt.....₩ lb	2½	@3½	c
Umber, Turkey, raw.....₩ lb	2½	@3½	c
Green, Chrome, Ordinary.....₩ lb	4	@11	c
Green, Paris, in bulk, ₩ lb	15	@1	
Indian Red, American.....₩ lb	2½	@ 3	c
Indian Red, English.....₩ lb	4½	@5½	

Colors in Oil—

Black Lampblack, Best.....₩ lb	13	@15	
Black Lampblack, common .....₩ lb	7	@10	c
Blue, Chinese.....₩ lb	35	@40	c
Blue, Prussian .....₩ lb	25	@35	c
Blue, Ultramarine..₩ lb	16	@30	c
Sienna, bur't.....₩ lb	14	@18	c
Sienna, raw.... .....₩ lb	14	@18	c
Umber, burnt.....₩ lb	13	@16	c
Umber raw.....₩ lb	13	@16	c
Brown, Vandyke....₩	13	@18	c

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How to file Catalogues, quotations and every class of data, with no more trouble to file than to throw in the waste basket, and as easy to get when wanted as though in your vest pocket. **FOLDING PAPER BOX CO., South Bend, Ind.**

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find $2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

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Magnolia Metal Co., New York.

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Reading Hardware Co., Reading, Pa.

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See Electric Bells and Supplies.

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See Rubber Belting.

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Standard Welding Co., Cleveland, Ohio.
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See Tackle Blocks.

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Crayon.
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New York Stamping Co., Brooklyn, N. Y.

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Alfred Field & Co., New York.
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Jos. Rodgers & Sons, Sheffield, England.
Herbert Story, New York.
Tuck Mfg. Co., Brockton, Mass.

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Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

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Dog Collars and Muzzles.

Alfred Field & Co., New York.
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John Chatillon & Sons, New York.
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Silver Mfg. Co., Salem, Ohio.

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Silver Mfg. Co., Salem Ohio.

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John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelph'a.
Alfred Field & Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Estey Wire Works Co., New York.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, O.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind

Foundry Riddles.

Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Mfg. Co., Cleveland, O.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.

Schneider & Trencamp Co., Cleveland, Ohio.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Glass Cutters.

Smith & Hemenway Co., New York.

Glue.

Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T. B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Van Wagoner & Williams Hdwe. Co., Cleveland and New York.

Hangers, Joist and Wall.

Van Dorn Iron Works Co., Cleveland O.
Van Wagoner & Williams Hardware Co., Cleveland, O.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Smith & Hemenway Co., New York.
Surpless, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg Co. Buffalo N. Y.
Kimball Bros., Council Bluffs Ia.

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Hones, Razor.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

Iron.

Bruce & Cook, New York.

Iron Fences.

Stewart Iron Works, Cincinnati, O

Iron Work.

Stewart Iron Works, Cincinnati, O
Van Dorn Iron Works Co, Cleveland O.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Handy Ladder Works, Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York
Plume & Atwood Mfg. Co., New York. Boston and Chicago.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Stewart Iron Works, Cincinnati, O
Van Dorn Iron Works Co., Cleveland O.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co., Philadelphia.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Chandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Maple Supplies.

Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Masons' Chisels.

Billings Union Trowel Works, Newark, N. J
Herbert Story New York.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Mitering Tools.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers,

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York,
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Estey Wire Works Co., New York.

Plumbers' Tools.

Herbert Story, New York.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Estey Wire Works Co., New York.
Stewart Iron Works, Cincinnati, O

Packing.

Gould Packing Co., East Cambridge, Mass.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co. Bridgeport, Conn.

Pliers.

Cronk Hanger Co. Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Polish

John Chatillon & Sons, New York
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio

Poultry Netting.

Clinton Wire Cloth Co., linton Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Powder.

E. I. Du Pont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
The Deming Co., Salem, Ohio
Torrent Pump Co., Cleveland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New York.
Herbert Story, New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.

Riveters.

Standard Specialty Co., Salem, O.

Rivets.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.

Rubber Buckets.

Torrent Pump Co., Cleveland, O.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Sand Paper

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Safes.

Mosler Safe Co, New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand Screens.

Estey Wire Works Co., New York.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co, New Haven, Conn
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading, Pa.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
O. E. Jennings & Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouse Scale & Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Scoops.

Underhill, Clinch & Co., New York.

Screens, Wire.

Estey Wire Works Co., New York.
Sickels & Nutting Co., New York.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co, New Britain, Conn.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythes.

Sickels & Nutting Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Sewing Machines.

National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Underhill, Clinch & Co., N. Y.

Silk Weavers' Tools.

Herbert Story, New York.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y

Skates.

John H. Graham & Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.

John Chatillon & Sons, New York

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Philadelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Estey Wire Works Co., New York.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spikes.

Salem Nail Co., New York.

Spoke Repairers.

Torrent Pump Co., Cleveland, O.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Sporting Goods.

T. B Harkins Foundry Co., Bristol, Pa.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Springs.

Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.

Spring Cotters.

Cincinnati Screw and Tap Co., Cincinnati, O.
Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny Pa.

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Steel.

Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg Co., Bridgeport, Conn.

Steel Hinges, Spring.

Sommer Bros., Brooklyn, N. Y.

Step Ladders.

Bicycle Step Ladder Co., Chicago.
Handy Ladder Works, Cleveland, Ohio.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N.H.

Store Trucks.

See Trucks, Store.

Stove Lining.

William M. Newton, Albany, N.Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stove Trimmings.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Strainers.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.

Studs.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Tackle Blocks.

Burr Mfg. Co., Cleveland, Ohio.
Union Hardware Co., Torrington Conn
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Tack Pullers.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Tacks.

Salem Nail Co., New York.

Tape Measures.

Alfred Field & Co., New York.
Keuffel & Esser Co., New York.

Taper Pins.

Cincinnati Screw and Tap Co., Cincinnati, O.

Taps and Dies.

Cincinnati Screw and Tap Co., Cincinnati, O.

Tin.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tinned Nails.

Salem Nail Co., New York.

Tin-Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Cleveland Twist Drill Co., Cleveland, O.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, O.
Stanley Rule & Level Co., New Britain Conn.
Herbert Story, New York.
Underhill, Clinch & Co., New York.
Voigt Starr & Co., New York.

Transom Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps.

Estey Wire Works Co., New York.
John H. Graham & Co., New York.
Hawkins Co., Waterbury, Conn.
Smith & Egge Mfg. Co., Bridgeport, Ct.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Billings Union Trowel Works, Newark, N. J.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, NJ.

Tubing.

Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Cleveland Twist Drill Co., Cleveland, O.
Standard Tool Co., Cleveland, O.

Valves.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.
Harrison Bros & Co. Inc., New York, Philadelphia, Chicago.

Vases, Flower.

Estey Wire Works Co., New York.

Ventilators.

Berger Bros. Co., Philadelphia.

Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Lane Brothers Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.

Welding.

Standard Welding Co., Cleveland, Ohio.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.

White Lead.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

Estey Wire Works Co., New York.
John H. Graham & Co., New York.

Wire, Manufacturers.

Wallace Barnes Co., Bristol, Conn.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Dunbar Bros., Bristol, Conn.
Alfred Field & Co., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

Wire Cloth.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Fuller Bros. & Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire Gates, Fences and Fencing

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co. 45
American Cutlery Co..... 52
American Railway Supply Co.... *
American Shearer Mfg. Co.....50
Ames Sword Co..... 11
Arcade File Works.....45
Arcade Mfg. Co..... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co.....43
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co..... 1
Audit Co. (The) of New York.....49
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Baldwin Refrigerator Co..... 9
Barnes (Wallace) Co.....47
Barnett (G. & H.) Co.....68
Berger Bros Co.....14
Berger, L. D..... 4
Bicycle Step Ladder Co.....11
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....52
Bommer Bros.....68
Boston Belting Co..... *
Brass Goods Mfg. Co.....52
Bruce & Cook 16
Bryan Mfg. Co..... 4
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co.....68
Cary Mfg. Co.....52
Chadborn & Coldwell Mfg. Co....17
Champion Safety Lock Co.....52
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons..... 6
Chilton Paint Co.....50
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co..... 67
Coates Clipper Mfg. Co.....10
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....42
Conroy (P. J.) Co.....47
Contractors' Plant Mfg. Co..... 52
Covert Mfg. Co..... 1
Cronk Hanger Co.....17
Cushman & Denison.....41

D

Dangler Stove & Mfg. Co.....15
Deming (The) Co..... 68
Detroit Fence Co.....52
Dixon (Jos.) Crucible Co..... 5
Dow Wire Works Co.....16
Ducharme (F. E.) & Son..... 1
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works..... *
Electric Oil Stove Co..... 9
Ellis & Helfenberger..... 50
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 49

F

Field (Alfred) & Co.....11
Fitch (W. & E. T.) Co..... 1
Folding Paper Box Co.....60
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co..... 39
Goodell Co.....14
Graham (John H.) & Co..... 8

H

Handy Ladder Works.....49
Hanson & Van Winkle Co..... 2
Hardware Publishing Co.....14
Hardwaremen's Exchange.....50
Harkins (T. B.) Foundry Co.....10
Harrington & Richardson Arms Co..... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham..... 1
Hawkins Co.....67
Heinisch's (R.) Sons Co..... 5
Hickey (M. H.) & Son..... *
Holmes & Edwards Silver Co.....11
Howard Iron Works..... 2

I

Iowa Farming Tool Co..... 47
Ives (H. B.) & Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co..... 3
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....40
Lane Brothers Co..... 2
Leather and Brass Mfg. Co 41
Leete, C. H.....50
Leonhardt & Co..... 7
Litchfield J. M..... 49

M

Magnolia Metal Co..... 1
Marsching (J.) & Co..... *
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co.....10
Miles, Franklin S..... 3
Morrill, Charles.....17
Mosler Safe Co.....18
Mugford, A..... 2
Myers (F. E.) & Bro.....16

N

National Sewing Machine Co..... 9
New Domestic Sewing Machine Co.....15
New Jersey Wire Cloth Co.....65
New York Stamping Co.....67
Newton, Wm. M..... 2
Nicholson File Co..... 68
Niles Mfg. Co 2
North Bros. Mfg. Co.....49

P

Payson Mfg. Co..... 2
Pearl (Henry) & Sons.....10
Pelouse Scale & Mfg. Co.....49
Philadelphia Lawn Mower Co....67
Pike Mfg. Co.....42
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Pugh, Job T.....11

R

Reading Hardware Co.....10
Remington Arms Co..... *
Robertson, Arthur R.....67
Rodgers (Joseph) & Sons 11
Rolfe, I.....49
Russell & Erwin Mfg Co.....43

S

Salem Nail Co.....49
Samson Cordage Works..... 1
Sargent & Co.....47
Schneider & Trenkamp Co.....13
Scranton (The) & Co.. 1
Seaman (D. C.) & Co.....50
Sears, Roebuck & Co..... 67
Sickels & Nutting Co.....49
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co 49
Smith & Egge Mfg. Co..... 18
Smith & Hemenway Co.....47
Sommer's (John) Son.....68
Standard Paint Co 40
Standard Specialty Co.....14
Standard Tool Co..... 1
Stanley Rule & Level Co..... .41
Stebbins (Chas. J.) & Co..... 3
Stewart Iron Works.....15
Stimpson (Edwin B.) & Son.....68
Sudlow, John W.....67

T

Taylor (A. V.) & Co..... 5
Thacher Belting Hook Co..... 5
Torrent Pump Co.....52
Tower & Lyon..... 12
Townsend, C. C. & E. P.....50
Tryon (Edw. K.) Jr. & Co..... 15
Tuck Mfg. Co 10

U

Underhill, Clinch & Co..... 3
Underhill, Clinch & Co.....10
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1

V

Van Dorn Iron Works.....50
Van Wagoner & Williams Hdw. Co.....68
Velox Machine Works..... *
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co..... 5
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16

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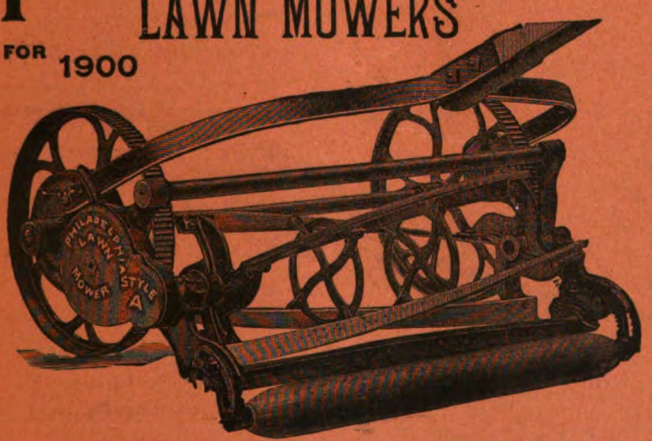
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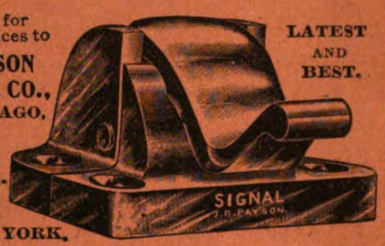
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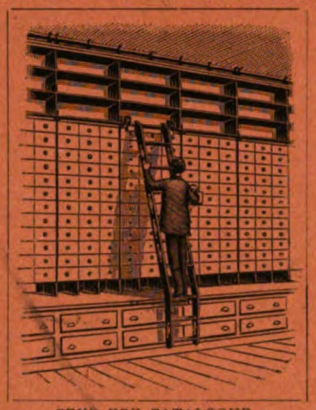
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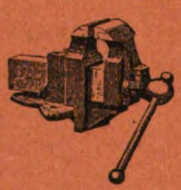
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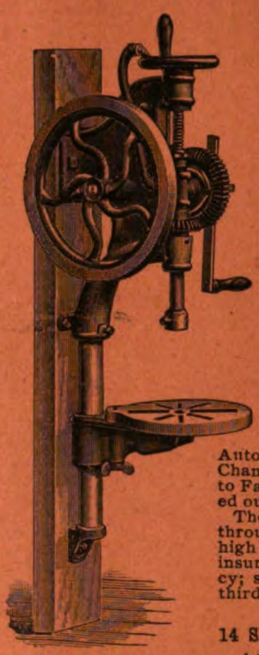
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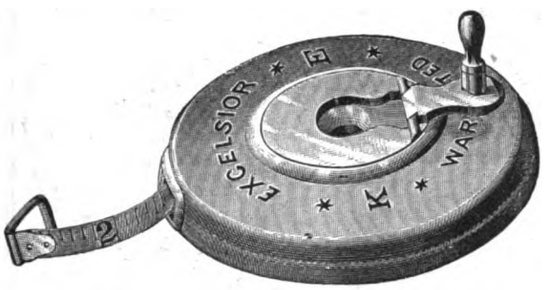
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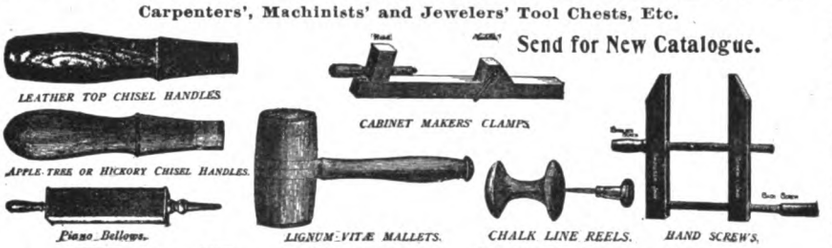
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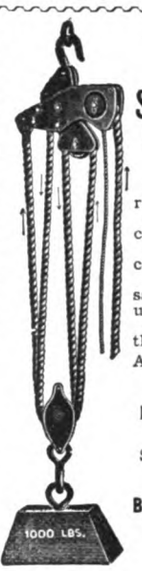
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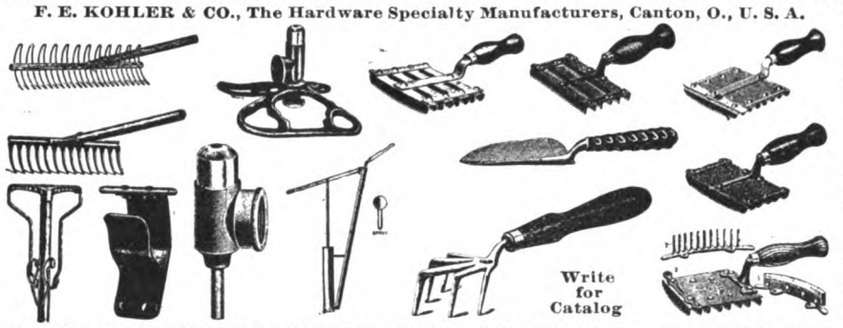
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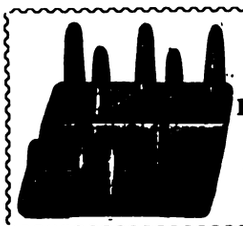
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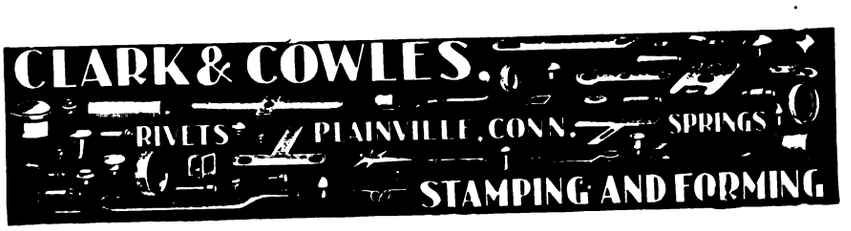
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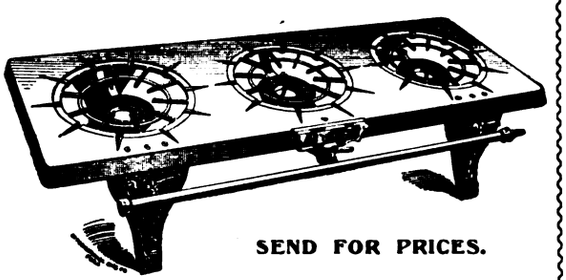


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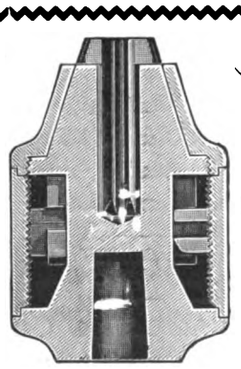
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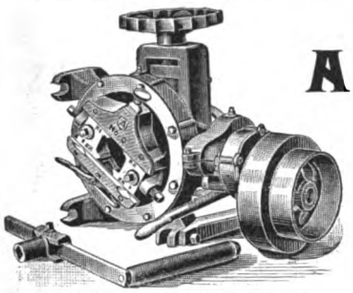
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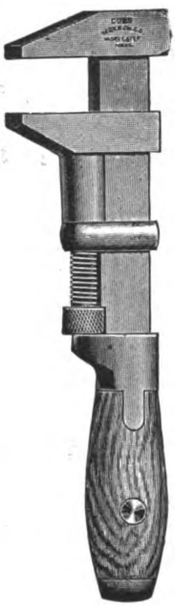
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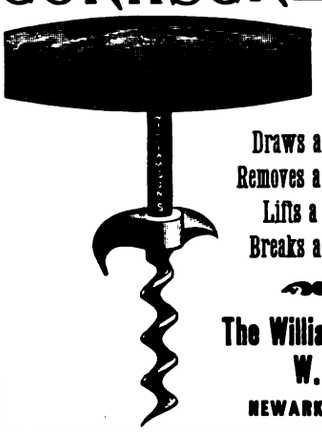
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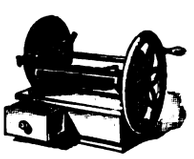
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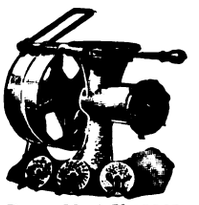

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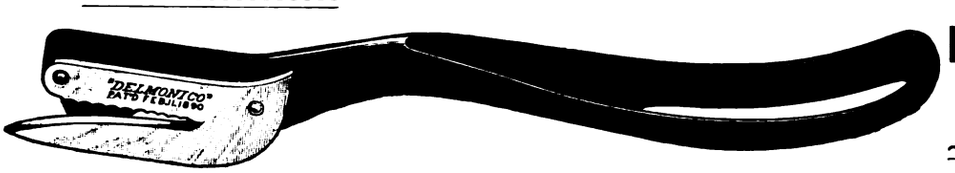

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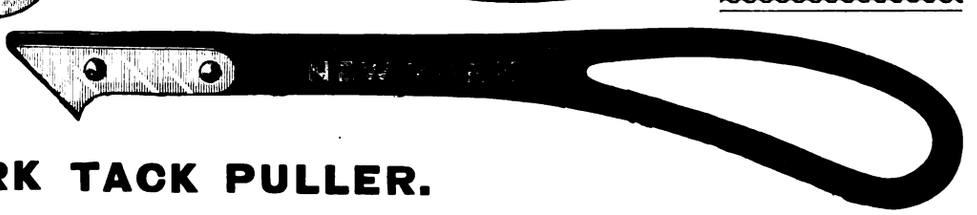
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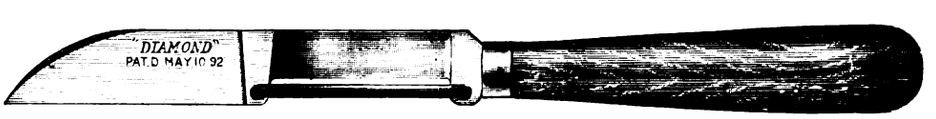




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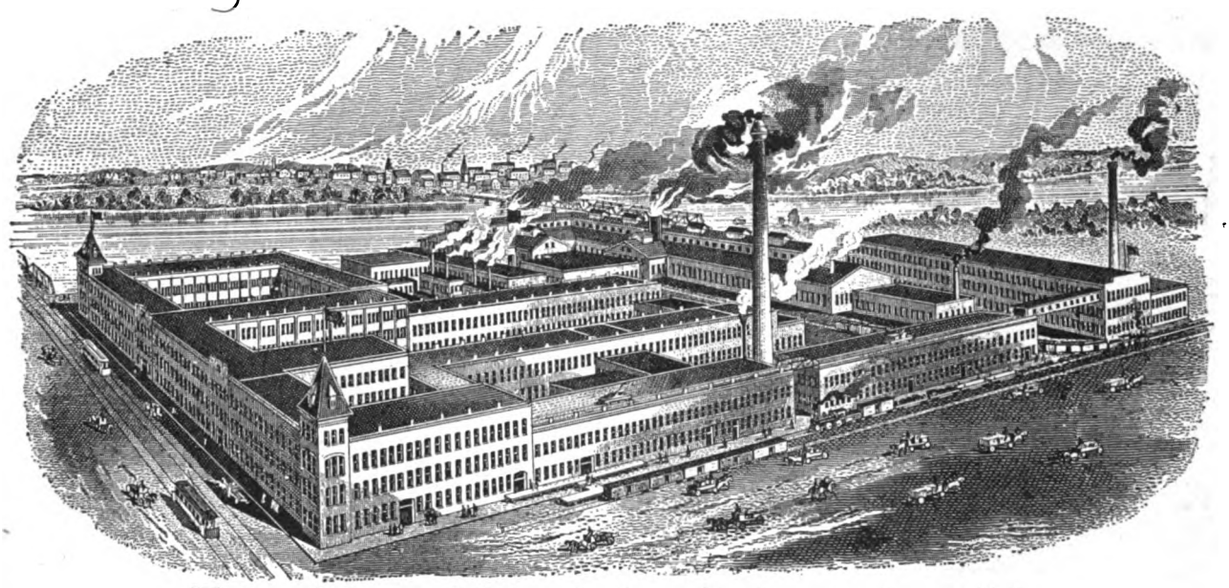
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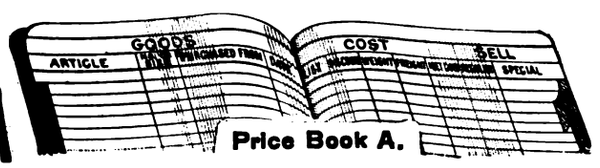
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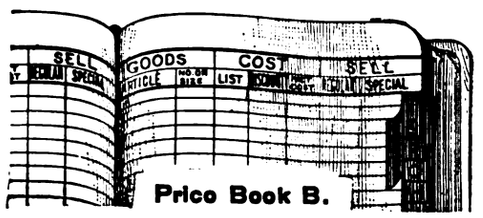
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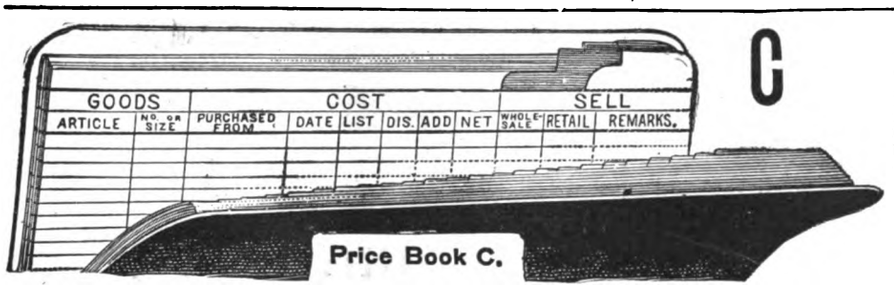
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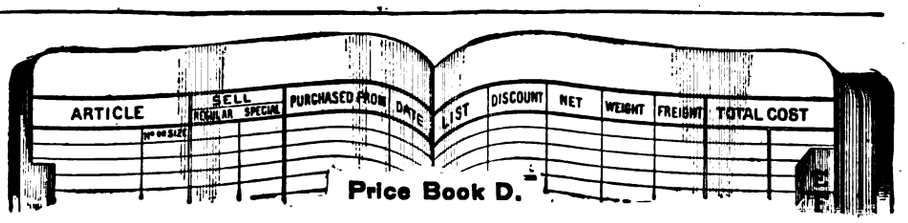
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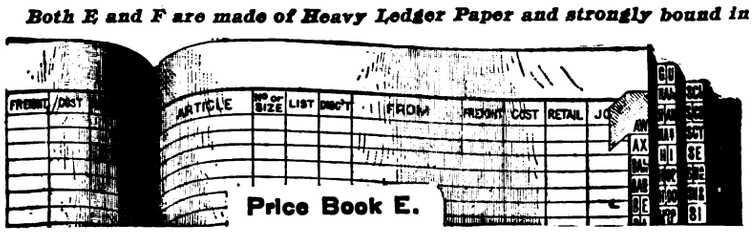
MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers,	turn to	AU	For Chisels,	turn to	CHI	For Iron,	turn to IRO
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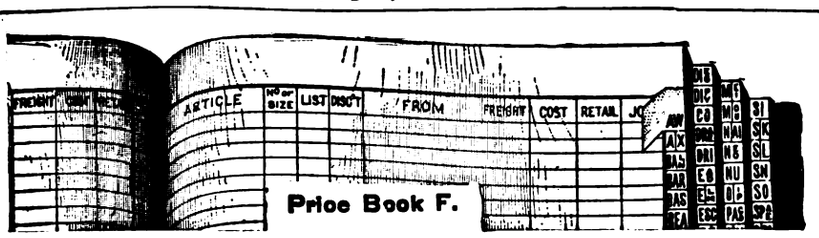
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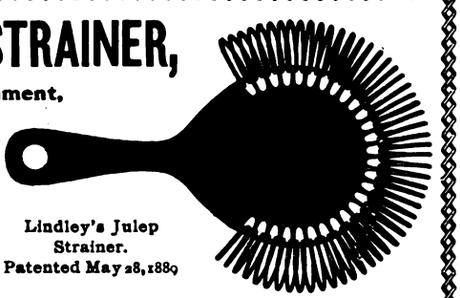
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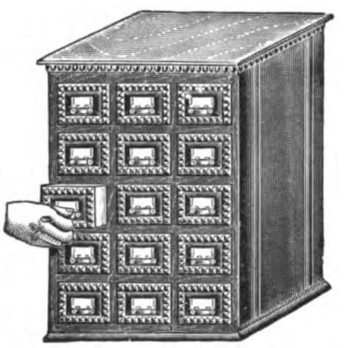
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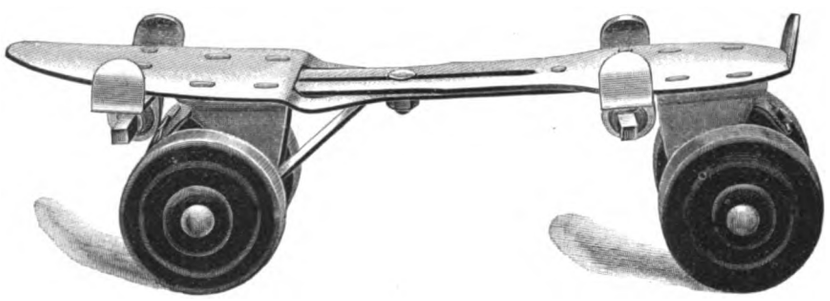
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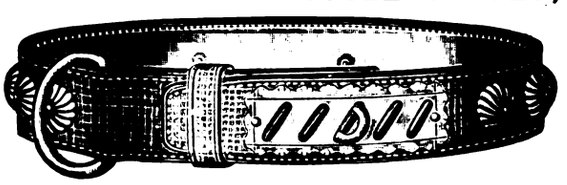
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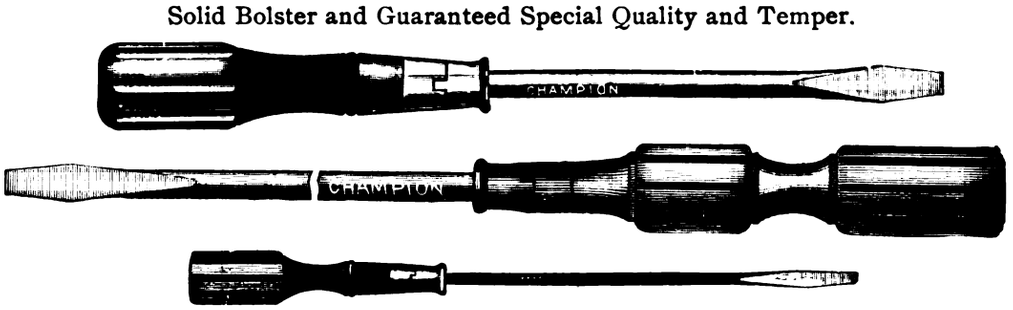
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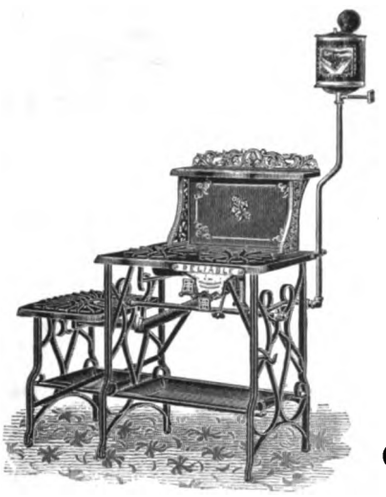


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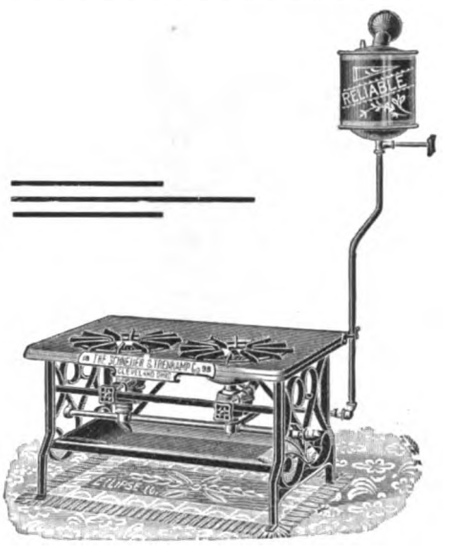
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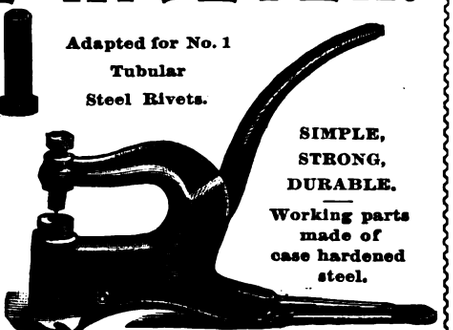


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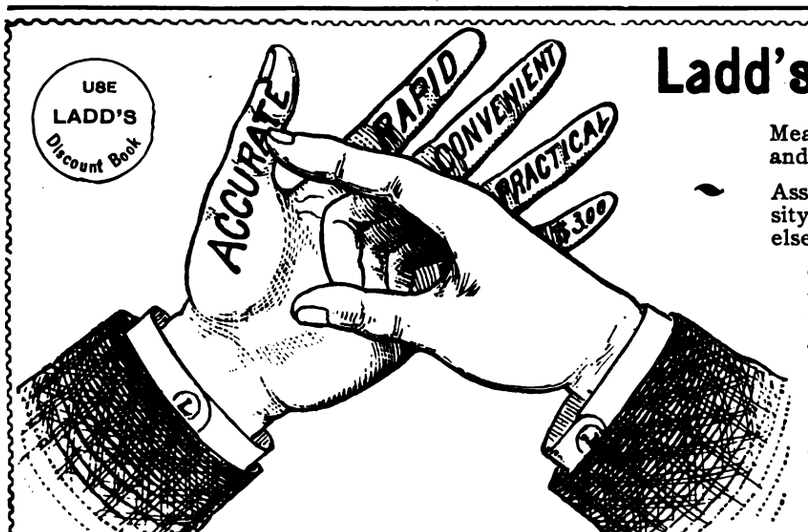


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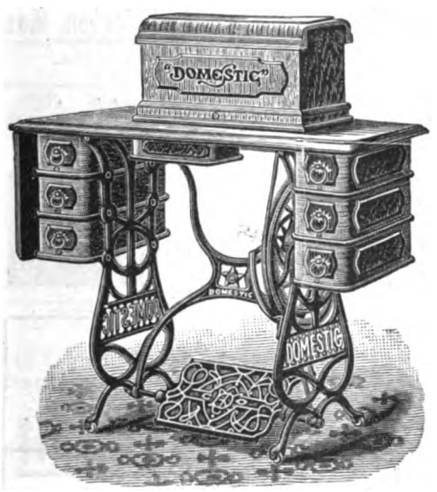
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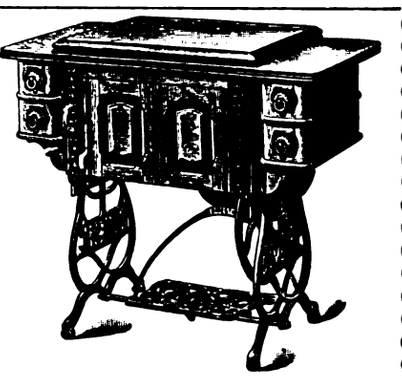
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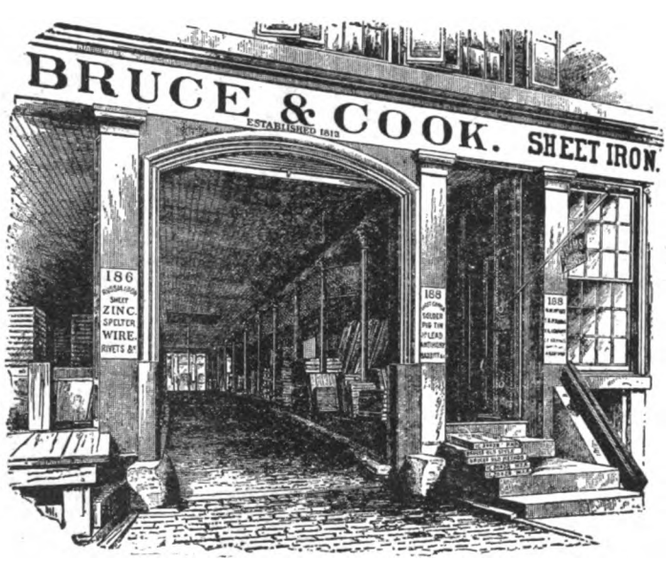
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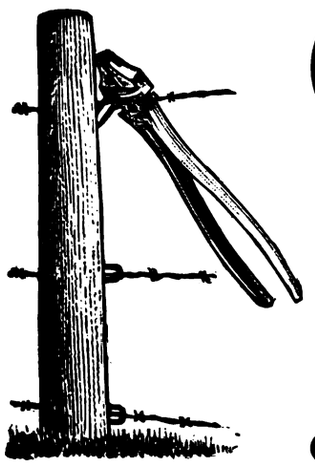
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You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

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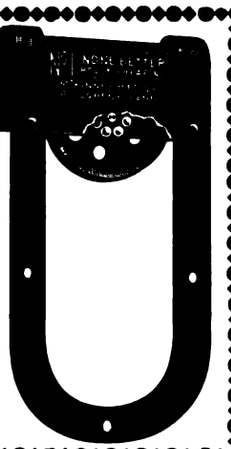


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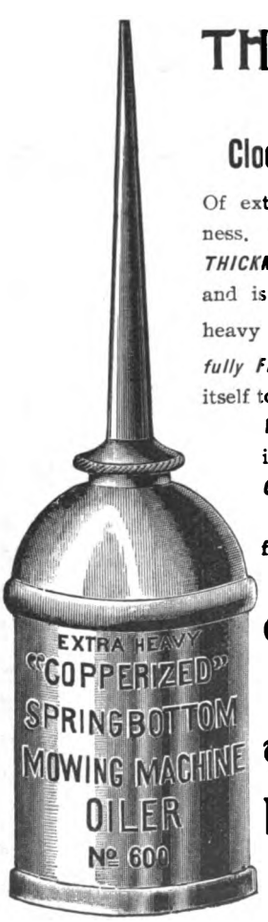
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HARDWARE

The National Association of Manufacturers have removed their New York office from 149 Broadway to 100 William Street, Room 308, Marshall Cushing succeeding Edward B. Lent as manager of the office. A large number of the members of the Association will find the new location exceedingly convenient of access, and the new manager, Mr. Cushing, extends a cordial welcome, urging the members to make every possible use of the facilities provided whenever it may suit their convenience. Mr. Cushing takes entire charge of the work of the Association in this city, and the kind consideration and hearty co-operation of the members is earnestly solicited.

C. K. Turner & Son, 76 Broad Street, New York, the well known firm of exporters, have been appointed exclusive export agents by the C. T. Ham Mfg. Co., Rochester, N. Y., for their production of tubular lanterns and railroad lamps. A complete stock of this popular line of goods will be carried by them in New York, for immediate delivery and convenience of the trade. They have also been made the sole export agents for the Horton Mfg. Co., Bristol, Conn., manufacturers of fishing rods and other similar appliances for the use of the angler.

A. G. Sherman, 14 Warren Street, New York, is the New York representative for the Indiana Edge Tool Co., Gas City, Ind., manufacturers of edge tools of an agricultural character, to which has been added a line of scythes, which, being made "outside of the combination," has been well looked after by the few buyers who were posted. Mr. Sherman's representation covers the Middle and Eastern States, and also all demands for export.

Charles S. Lawrence, well known to the Hardware trade from his long connection with the house of W. B. Fox & Bro., previous to 1896, has again taken up the reins to aid in the distribution of meritorious Hardware products, and connected himself with the old house of Tower & Lyon, No. 95 Chambers Street, as their representative "around town" in Greater New York and vicinity. Mr. Lawrence is a progressive worker. and with a line of goods of such importance to influence trade, cannot do otherwise than renew his past triumphs and do justice to his present opportunities.

Goulds Mfg. Co., of Seneca Falls, N. Y., are building another entire plant. On a 10-acre plot of ground they are erecting buildings of brick and iron, which will, when completed, cover over three acres. The new plant will be used to manufacture power pumps, and will be complete from foundry to shipping room. Power used will be electricity generated in their old plant, which will be continued in operation on their other lines of pumps. It is anticipated the new shops will be completed about July 1st.

McLaughlin, Green & Co. have commenced business as contractors, plumbers and gasfitters at 291 Fulton Street, Jamaica, N. Y. It is their intention to carry a complete stock of Hardware suitable to the wants of the community in which they have opened up business. Paints and oils and plumbers' and gasfitters' supplies will also form part of their extensive stock. They request that manufacturers in above lines of trade will forward their catalogues and discount sheets, with a view of adding other lines of wares than those originally contemplated.

The Despatch Brass Hardware & Rolling Mill Co., Despatch, N. Y., have been recently incorporated to manufacture brass Hardware, hinges, bolts, door knobs and escutcheons, also gas and chandelier supplies. They have added largely to the line of these goods previously made by them and will issue a new catalogue early in June. They will be represented in the sales department by William F. Brainerd, who has long been identified with the distribution of such goods to the trade.

In his last annual report Secretary Wilson, of the Department of Agriculture, suggested the feasibility and advisability of cultivating in the Philippines the tree from which gutta-percha is derived almost exclusively, and which is a native of the islands of the Malay Archipelago. But his latest announcement as to Hawaii is more interesting, as contemplating cultivation of the rubber plants of Brazil, of Central America and of Mexico.

The J. D. Warren Mfg. Co. have just received, among others, a nice order from the Atkinson Hardware Co., of Fort Smith, Ark., to equip their store with the Warren System of Hardware shelving; also an order each from Babbitt Bros., Flagstaff, Ariz.; Belt Hardware Co., Belt, Mont.; Bruegger Mercantile Co., Williston, N. Dak. Inquiries are numerous, and the indications denote that Hardware dealers are giving much attention to the question of improving their stores.

All the assets of the National Shear Co., commonly known as the "Shear Trust," were sold at public auction sale in New York City on Friday, May 18, 1900, under the directions of the United States Bankruptcy Court. That part of the property which included realty, machinery, tools, merchandise, brands, etc., located in Newark, N. J., were bought in by Mr. Wiss in the interest of the firm of J. Wiss & Sons, who were the original owners of this factory before the same was purchased by the National Shear Co. J. Wiss & Sons assume control at once and will be pleased to hear from the trade in general, and particularly from their old customers. The remainder of the assets were purchased by J. C. Pierson, one of the largest creditors of the bankrupt concern.

Acting upon the many favorable responses received in answer to the suggestion that a conference of those interested in the implement trade be held in connection with the National Convention of this Association at Milwaukee, Wis., June 12-14, 1900, the officers of the National Association of Credit Men have decided to call such a conference to take place on the afternoon of June 12, the exact hour to be announced later. In a circular in reference to the same recently issued by the secretary, Wm. A. Prendergast, he says: "It seems hardly necessary to expatiate on the benefits that should accrue to your trade from a conference of this character, wherein may be freely discussed such vexatious problems as dating, long time, commission deals, unjust claims of customers, excessive discounts, and as a result of which discussion there will undoubtedly be developed wholesome remedial action for the eradication of these and other evils. It is designed to prepare for the conference a brief and attractive programme of questions for discussion and action." A rate of a fare and one-third on the certificate plan has been secured for those attending the Convention.

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HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

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L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The reports from various trade centers do not indicate that rushing condition of business generally which warms the manufacturer's heart with frequent orders of a supplementary character, and causes the jobber to wreathe his countenance with smiles at the crowded condition of his packing department and the large number of order books filled with specifications, on the shipment of which no date can be affixed. The retailers, taking advantage of the example set by the wholesalers, are buying in a very conservative manner, feeling in anticipation that every change of price from now on is more likely to be lower than higher. It is so late in the season that to brace up the market by any ordinary methods would fail of success, and with two months or more ahead of comparative dullness in which to do the figuring for the Fall season, as Shakespeare says: "Must give us pause." It looks as though, with the usual hope at the bottom for a good Fall trade, and the prospect of an easier solution to the Presidential problem than is usually afforded the voter, the dealer, like the cat in the adage, will let "I dare not wait upon I would," and probably make his orders lighter than usual for the customary wants of the Fall and Winter season.

Lower quotations are extremely apt to rule in the iron and steel markets, which the recent drop in wire products has affected through outside rather than inside influence. Goods that are near the raw material with only a modicum of labor as a condition of cost, will surely experience the change before the next season feels its full force. These goods were the first to take advantage of the necessity for protection on account of big advances in raw material, and will be affected in some degree by each shading in market quotations.

So far the market has stood the strain of unprecedented conditions now a month old, and it deserves credit for the way it has sustained retrograde influences. Many lines have been held back from uncalled-for advances in current quotations, every dealer can put a finger on many of such goods constituting his natural and regular stock. Such goods can and will be ordered unhesitatingly; and these lines are greater in number than one would imagine who has given no serious thought to the matter.

Since the decline in price of fence wire, the demand has been so great that surplus stocks already grow fine by degrees and beautifully less. Deliveries are slow, and it would be no surprise if quotations recovered some of that decline of a dollar before season closes. Complaint is made by the retailer that prompt shipments by the jobbers seem difficult when they thought stocks were reported so large. They should remember jobbers bought at the high prices as carefully as the orders from customers would justify, and when the entire trade are rushing in orders, the big pile of fence wire at the mill disappeared like dew before the rising sun.

Trade is somewhat late in several sections on account of the cold weather of last month limiting inquiries for hot weather specialties. The indications are the season will be spread out until July, and when results are fairly canvassed, it will be found the season compared with any year except the last will prove a very satisfactory one. The unrest in the midst of prosperous times shown by workmen in a number of localities who desire to place their employers at a disadvantage that they may temporarily profit by a change, unsettles the regular trade demand, and keeps the merchants in all lines guessing at results.

No sane or sanguine merchant of the present time but knows that abnormally high prices must reach a period of sagging from highest standards and get down within reach again. Our buyers are educated in a school that causes them to study every commercial condition surrounding the most important markets, and feel at times that the man who hesitates is not invariably lost.

Hopeful Condition of Affairs.

It is in the nature of things that unnecessarily high quotations regarded with fear and distrust for some time will be entertained with caution and hesitation. It is better for the trade at large if the markets during the time now approaching should be found in a condition placing them beyond the reach of further declines that are radical and far reaching. The country is prepared to accept the fact that labor is in better demand, and increased remuneration is the result; that a natural and steady advance over prices formed in a period of dullness must necessarily follow the prosperous conditions, caused by labor being well employed; and a return to this more promising level in general business would be hailed as a harbinger of permanent improvement and welcomed accordingly. We are not losing sight of the fact that our country is growing perceptibly greater with each recurring season. Shipload upon shipload of emigrants are loaded upon our shores, the care of the government proving them not unprovided with money to pay for current wants, a majority of them adults with willing hands to enter fields of labor not always of the most remunerative character or sought after by the organized skilled labor forces of the community.

These conditions mean that the country is seeking the peaceful paths of production of one kind or another, each step forward creating demands upon established industries that grow with the country's growth and become vigorous under the added strength. The export outlet for our accumulating production has been kept open in

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a wise and judicious manner by studying the markets of the world—many of which we have yet to conquer—ascertaining the quality and price which has so far controlled them within the grasp of other nations and ascertaining how readily we could fill demands which the congested conditions of the factories of Europe rendered impossible of fulfillment except at dates too remote. While adverse criticism is infrequently made of the extremely low quotations—low by comparison with the quotations governing home markets—at which orders are taken, the necessity for a foreign outlet in order to save critical periods in our domestic distribution should be plainly apparent to the merchant who has once felt the conditions following overproduction and its prolonged recovery without some such outlet.

The soundness of the general business condition is everywhere noticeable. Stocks are being kept in an average state of supply without feeling a necessity for speculatively stocking up at every slight weakness in quotations. Money is in excellent supply in every trade center; never in the history of the country has the supply of money been so great per capita as it is at present, and our bankers are entering the bourses of other countries bidding on their loans, bargaining for their securities, selling our gold to the highest bidder, and in every known way assuming the characteristic importance which comes from holding a hoarded wealth in healthy reserves looking for profitable investment in any part of the globe which may picture the greatest and most advantageous possibilities.

End of Litigation Among File Manufacturers.

The suit of the Stokes Brothers' Mfg. Co. of Freehold, N. J., against Heller Brothers Co. of Newark, N. J., was finally terminated in Philadelphia recently in favor of the Heller Bros. Co. The suit was instituted as far back as 1892, and was based upon four patents relating to rasp cutting machines, and to the production thereof.

The Stokes Bros. claimed that they were pioneers in the field of rasp cutting by machinery, which claim the Hellers denied, consequently in May, 1893, the Stokes Co. moved in the United States Circuit Court, at Trenton, for an order and leave to inspect the machines of the Heller Co., which resulted in a denial of the motion and forbidding the inspection sought.

The Stokes Co., at a later date, took an appeal, which was argued in the United States Circuit Court of Appeals at Philadelphia in March last, when the opinion of the Court was handed down by which the Hellers were again vindicated.

It appeared by evidence during the course of the litigation that the Hellers had machinery, methods and secrets known only to themselves in the production of their goods which had been in use by them long before the supposed new inventions and discoveries by the Stokes Bros.

The Court held that the latter were not pioneers, and that their claims were limited, and that defendants did not infringe.

"Our Country, 'Tis of Thee."

No country on the face of the globe has such resources in fields, forests, mines and factories as the United States. No nation has such a command of the great forces that now control the world—steam, electricity and machinery. No country has such an ingenious, intelligent, energetic and progressive population. Surely, with the precedents and experience of the other great section of the English-speaking race we can solve the problems that now confront us and realize the destiny which an overruling Providence seems to have created for us.

Death of Henry Barnett

Henry Barnett, President of the G. & H. Barnett Co., Front and Richmond Streets, Philadelphia, manufacturers of the Black Diamond files, died last Tuesday morning at his home, Sixteenth Street and Allegheny Avenue, in that city, of a complication of diseases, in his sixty-third year. Mr. Barnett had been failing in health for several months, but it was not thought that his illness would result fatally until last Saturday night, when after returning from the works he was stricken and confined to his bed.

Mr. Barnett was born in Nottingham, England, on March 13, 1838, and when a small child his parents left England, removing to France. He had been there but a short time, when the outbreak of the Revolution made it necessary for young Barnett's parents to seek a home in another country, and they came to America, settling in this city. When 11 years of age young Barnett was apprenticed to the late J. Barton Smith, a file maker, whose place of business was in the old Northern Liberties District, in Philadelphia. The lad's ability as a workman soon showed itself, and shortly after finishing his apprenticeship, Mr. Barnett, with his brothers, William and George, removed to Pittsburgh, where they started in business for themselves, under the name of Barnett Bros. This was the beginning of an association which was to last for more than half a century. The business in Pittsburgh had been established but a short time, when thinking that Philadelphia offered more advantages, the brothers removed to that city, establishing themselves on Hayden Street, in the vicinity of the present site. They opened their factory in a two-story brick building. To-day it occupies more than five acres at Front and Richmond Streets. When Mr. Barnett and his brothers came to Philadelphia they confined themselves to the manufacture of files exclusively, under the firm name of G. & H. Barnett. Later, as their business increased, they removed to their present quarters. Their Black Diamond file, it is said, has become known in nearly all parts of the world. In 1895 the firm became incorporated under the laws of Pennsylvania, and assumed the name of the G. & H. Barnett Co., the deceased being elected president.

Mr. Barnett served as a volunteer during the Civil War and as a soldier in the army of the Potomac, participating in nearly all of the battles, including Gettysburg. He was a member of Winfield Scott Post, G. A. R. He was also a prominent Mason, being a member of the Philadelphia Consistory, St. John's Commandery, K. T., Kensington Chapter, No. 233, Columbia Mark Lodge, No. 91, Williamson Lodge, 369, F. and A. M., and the Mystic Shrine. He was also a member of the Knights of Birmingham, A. O. U. W., Red Men, Odd Fellows and of the Society of the Sons of St. George, Union League, the Belmont Driving Club, the Turf Club, the Hardware Merchants' and Manufacturers' Association and the Black Diamond Beneficial Association. Mr. Barnett is survived by a widow and five children, Alfred, one of his sons, being Secretary-Treasurer of the company which for so many years has borne his father's name.

Hint for American Exhibitors at Paris.

Consul-General DuBois, of St. Gall, writes:

"If American firms having exhibits at Paris would send to the Consular officers a few neatly printed cards, mentioning the character of their exhibits and extending a cordial invitation to the bearer to examine them while visiting the exposition, I am quite sure that all consular officers of the United States would see that these cards are placed in the hands of merchants residing in their districts who are likely to be interested in the exhibits to which they relate, and who will desire to examine them should they visit the exposition. One large shoe dealer said to me recently:

"'I am going to Paris to examine the American shoe exhibit, to see if I can make arrangements with some good firm to ship shoes to Switzerland. Do you know what firms are to exhibit?'

"The same spirit of inquiry may be found among the Swiss dealers in Hardware, bicycles, automobiles and agricultural machinery, photographic supplies and many other articles that may be imported into this country with success."

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Some time ago a creditor of mine sued me and obtained a judgment against me; I owned no real estate at that time, but I had some money in the bank which fact my creditor did not know. Since this judgment was obtained against me, I have bought a house and a piece of property; I have been offered a good figure for my house, and I am anxious to sell it. Kindly inform me, 1, whether or not my judgment creditor can touch any of my money in the bank. 2. How could he find out about my money and how could he get it? 3. Does his judgment affect my house and property which I have since purchased?

REPLY.—1. If your judgment creditor finds out in what bank your money is deposited, he could have it applied to the satisfying of his judgment. 2. Your creditor could examine you under oath and in that examination he would undoubtedly ask you as to the matter, or he might get the information from some one else where your bank account is located; he has only to serve an order upon the bank where it is deposited, directing them not to pay the money to you. The court will then, upon proper facts being shown, direct you to pay the money to your creditor which you must do, or be punished for a contempt of court. 3. The judgment of a court of record in this State is a lien upon all real property owned by the debtor in the county where the judgment was obtained, or where a transcript thereof has been filed for ten years from the docketing of said judgment or the filing of said transcript. This bill attaches not only to property owned by the debtor at the time the judgment was obtained, but attaches to all property subsequently acquired for ten years thereafter in any county where a transcript has been filed. The judgment itself lives for 20 years and may be redocketed and made a lien for more than 10 years.

QUESTION.—A short time ago the person from whom I rented my store died. He left several children, all of whom are of age, so far as I know. Two of these sons have come to me separately and requested me to pay the rent to them. Who is the proper person in such case to whom I should pay the rent?

REPLY.—The executor or administrator of the estate of the deceased is the only person to whom you should pay rent. You should, therefore, refuse to pay the rent to anyone until the executor has qualified or the administrator been appointed. If you pay the rent to some one other than the executor or administrator, the payment may be enforced by the executor or administrator, if the rent never came into his hands.

QUESTION.—My wife owns considerable real estate in both New York and Massachusetts; I have been told by some friends of mine that I would have a right to this property if my wife died, having had a child of our marriage, and that she could not will it to her relatives. We have no children now, having had but one child, who died when a year old. Kindly inform me whether my wife can dispose of this property to her relatives, and whether I am entitled to it, on my wife's death?

REPLY.—As to the real estate your wife owns in New York, she can defeat any interest you might have in it by virtue of a child having been born of your marriage. In many States the husband is entitled to a life interest in one-third of the estate of his wife, provided issue was born of the marriage. This estate is similar to the dower which a woman is entitled to in the estate of her husband and is called an estate by the curtesy. We presume this is what your friends referred to. In New York the wife may deed or will away her property irrespective of the curtesy of her husband, and he will be entitled to the interest only in the property not disposed of by her at her death. In Massachusetts, so in New Jersey and some other States, the wife cannot deprive her husband of his estate by the curtesy, either by will or deed, without his consent.

QUESTION.—Does the marriage of a man or woman in New York State have any effect upon a will made by them before the marriage took place? If so, what effect does it have?

REPLY.—In New York the marriage of a woman after the execution of a will is deemed to act as a revocation of the will; the theory being that upon marriage, a woman forms so many new ties that it is not to be expected that she desired her property to be distributed as though she were single. Marriage alone does not have this effect upon the will of a man in this State. In order to work an implied revocation in the case of the will of an unmarried man, there must not only be marriage, but subsequent birth of issue. If these events take place after a man has made a will, the will is impliedly revoked.

QUESTION.—One of the executors named in a will was a minor at the time the will was executed, the other was of full age. 1. Does the fact that one executor being under age at the time of the execution of the will destroy its validity? 2. If not, could the minor qualify and act as executor? 3. If the minor became of age before the death of the testator, would that make him legally eligible as executor under the will above mentioned?

REPLY.—1. The fact that one of the executors named in a will was under age at the time of the execution of the will, could not in any way affect the validity of the will for purposes other than the appointment of an executor. An appointment of an executor in a will might be entirely invalid, in which case an "administrator with the will annexed" as he is called, would be appointed to carry out the provisions of the will if the will were otherwise valid. 2. Section 2612 of the New York Code of Civil Procedure, provides that "No person is competent to serve as an executor who at the time the will is proved is (sub-div. 2) under the age of twenty-one years." This section would therefore disqualify an infant from acting as an executor under the will. 3. If, however, the minor became of age before the will was proved, this disability would have ceased to exist, and he would not be an incompetent person to act as an executor because at the time of the execution of the will he was an infant.

Our New Record in Exports.

The fiscal year 1900 continues to break all records in the matter of exportations. April is an example of this fact. The total exports in April, as just announced by the Treasury Bureau of Statistics, are $118,926,507, which is $20,000,000 more than in any preceding year, $30,000,000 more than the total for April of last year, and double that of April, 1898. Never before has April, which is usually a light export month, reached the $100,000,000 mark in its exports.

Every branch of industry lends its aid to this increase. The total figures for the month of April have not yet been sufficiently analyzed to show the exact increase in each class, but an analysis of those for the month of March shows that agricultural exports in that month were $18,000,000 greater than in the corresponding month of last year; that manufactures were $8,000,000 in excess of the corresponding month of the preceding year; that products of the mine were nearly 50 per cent. in excess of those of the corresponding month of 1899, while products of the forests, fisheries and those grouped as miscellaneous all showed an increase.

The advance in prices of cotton, corn, oats, wheat and provisions accounts in part for the increase in the value of agricultural exports, while there is also an increase in quantity exported, especially in cotton, and the advance in values also accounts in part for the great increase in exports of manufactures.

It is now apparent that in all the great classes of our exports the record of the year 1900 will exceed that of any

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earlier year. In the nine months ending with March, exports of agricultural products were $18,000,000 greater than those of the corresponding months of 1899, manufactures were $70,000,000 greater than those of the same months in the preceding fiscal year, products of the mine exceeded those of the corresponding months of 1899 by 33 per cent., those of the forest showed a like increase, and fisheries and miscellaneous exports also showed a gain over the corresponding months of the preceding fiscal year.

With the phenomenal increase of $30,000,000 in April, 1900, as compared with April, 1899, it is quite apparent that the record of the year which ends less than sixty days hence will exceed that of any earlier year in our history. The following table shows the value of the exports in April of each year from 1890 to 1900:

April.	Value.	April.	Value.
1890	$63,495,791	1896	$71,089,655
1891	70,906,976	1897	77,648,786
1892	75,954,962	1898	99,314,816
1893	59,873,346	1899	88,794,873
1894	64,124,812	1900	118,926,507
1895	65,255,845		

Programme of the Convention of the National Association of Credit Men, June 12-14, 1900.

The programme herewith submitted is as complete as it is possible to make it at this time, and may be subject to some slight changes. The plan employed corresponds closely to that followed in the programme of the Buffalo Convention, which was based upon experiences of previous years and met with general and cordial approval:

TUESDAY, JUNE 12, 1900.

Convention called to order by the President at 10 a. m.

Invocation by Rev. Charles Stanley Lester.

Minutes of previous Convention.

Address of welcome by Hon. David S. Rose, Mayor of Milwaukee.

Address of welcome on behalf of Milwaukee Association, H. M. Battin.

Response to addresses of welcome.

President's annual address—President John Field.

Treasurer's annual report—Treasurer T. H. Green.

Appointment of Auditing Committee.

Secretary's annual report—Secretary Wm. A. Prendergast.

Appointment of Committees on Credentials and Resolutions.

Address—Gov. Edward Scofield, of Wisconsin.

Report of Membership Committee, Frank E. Freese, Chairman.

Open parliament on the report of the Membership Committee.

Report of Business Literature Committee, H. E. Hutchings, Chairman.

Open parliament on the report of the Business Literature Committee.

Appointment of chairmen of State delegations.

Adjournment.

WEDNESDAY, JUNE 13, 1900.

Convention called to order by the President at 9 a. m.

Invocation by Rev. Rabbi Mayer.

General communications, announcements, etc.

Report of the Committee on Credentials.

Address, "Business Morality," John R. Ainsley, Esq., of Brown, Durrell & Co., Boston, Mass.

Report of Committee on Improvement of Mercantile Agency Service, E. Troy, Chairman.

Open parliament on report of committee, etc.

Report of Legislative Committee, George H. Hovey, Chairman.

Open parliament on report of Legislative Committee.

Nomination of candidates for president and vice-president.

Informal ballot for nominees for president and vice-president.

Adjournment.

THURSDAY, JUNE 14, 1900.

Convention called to order by the president at 9.30 a. m.

Invocation by Rev. Judson Titsworth.

General communications, announcements, etc.

Address, "Why I Am a Member," Dorchester Mapes, Simmons Mfg. Co., Chicago, Ill.

Report of Committee on Credit Department Methods, Green Benton, Chairman.

Open parliament on report of Committee on Credit Department Methods.

Report of Investigation and Prosecution Committee, Daniel B. Murphy, Chairman.

Open parliament on report of Investigation and Prosecution Committee.

Election of officers.

Selection of place for next annual convention.

Selection of central office.

Report of Committee on Resolutions.

Installation of officers for the new year.

Adjournment.

TRADE CONFERENCES AT THE MILWAUKEE CONVENTION.

Boot and Shoe—Chairman, Wm. N. Fitzgerald, Bradley & Metcalf Co., Milwaukee, Wis.

Clothing—Chairman, Max Silberberg, Feder, Silberberg & Co., Cincinnati, O.

Dry Goods—Chairman, Wm. M. Burgess, M. E. Smith & Co., Omaha, Neb.

Grocers—Chairman, G. Waldo Smith, Smith & Sills, New York, N. Y.

Hardware—Chairman, J. T. Jenkins, Gray & Dudley Hardware Co., Nashville, Tenn.

In addition to the above mentioned conferences it may be decided to have another, representing the Implement Trade, arrangements for which are under way at the present time.

Extreme care and energy are being exhibited in the preparation of the work to be laid before these conferences, and a stenographer will be present at each conference to make a complete record of the proceedings, as it is the intention to publish them at a later day.

ENTERTAINMENT AT THE MILWAUKEE CONVENTION.

The Milwaukee Association has arranged the following programme for the entertainment of those attending the Convention of the National Association of Credit Men:

Tuesday evening, June 12, 1900.—Concert at the Deutscher Club.

Wednesday evening, June 13, 1900.—Tally-ho ride for the ladies attending the Convention.

Wednesday, June 13, 1900, 3 p. m. prompt.—Excursion on the lake and trolley car ride to White Fish Bay, where supper will be served in the evening.

Thursday afternoon, June 14, 1900.—Visit of inspection to the large factories of the city.

Thursday evening, June 14, 1900.—Smoker and vaudeville entertainment.

An Export Sample Warehouse.

The shareholders in the Frankfort-on-Main export sample museum held their fifteenth general meeting on March 28. The report describes last year's results as decidedly satisfactory. The museum includes samples of more than two hundred manufacturers, of whom the greater part are in Frankfort and the neighborhood. It holds a standing exhibition of German products intended for export, and is visited by numerous exporters and foreign buyers, who thus have an opportunity afforded them for placing orders. A catalogue of the goods in German, French and English is published and widely distributed. The institution also imparts information on all matters touching on the export trade, and has proved of great use in this respect. It is said that Berlin intends following the example of Frankfort by establishing a central office for giving information of this nature, and that the Berlin merchants have already promised £2000 towards this object.

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Our Growth in Asiatic Exports.

Exports to Asia and Oceanica in the fiscal year which ends with the month of June will for the first time in our history exceed $100,000,000. In no part of the world has our export trade grown with such amazing rapidity, with the single exception of Africa. In 1893 our total exports to all Asia and Oceanica amounted to only $27,421,831, so that in the fiscal year now about to end they will be about four times as great as those of eight years earlier. Imports from that part of the world are also growing rapidly, because of the large increase in the share of our sugar supply which now comes from the islands of the Pacific. More than one-half the sugar imported into the United States now comes from the East Indies and Hawaiian Islands. Of the 2,891,806,558 lbs. imported into the United States in the nine months ending with March, 1900, 1,553,415,397 lbs. came from the East Indies and the Philippine and Hawaiian Islands; the amount from the East Indies alone being 1,143,025,446 lbs.; from the Hawaiian Islands, 360,899,409 lbs., and from the Philippines, 49,490,542. The quantity imported from the Philippines in the 9 months ending with March, 1900, is three times as much as in the corresponding months of 1898, and from the East Indies it is two and one-half times as much as in the corresponding period of 1898.

The growth in exports to Asia and Oceanica is chiefly in cotton, breadstuffs, provisions, and manufactures. Exports of agricultural machinery to British Australasia in the 9 months ending with March, 1900, were $609,323, against $349,550 in the corresponding months of 1898. Exports of flour to China in the 9 months ending with March, 1900, was 46,961 bbls., against 14,616 bbls. in the same months of 1898, to Japan 417,430 bbls., against 107,401 bbls. in the same months of 1898, and to Hong Kong 1,009,248 bbls., against 647,688 bbls. in the same months of 1898. Carriages and cars to Australia amounted to $412,254, against $251,802 in the corresponding months of 1898; cotton cloth to China in the 9 months ending with March, 1900, was 156,830,255 yards, against 77,990,676 yards in the corresponding months of 1898. Raw cotton exported to Japan amounted in the 9 months ending with March, 1900, to $11,517,968, as against $5,843,710 in the same months of 1898. Builders' Hardware exported to Asia and Oceanica in the 9 months ending with March, 1900, amounted to $1,254,000, an increase of 50 per cent. over the same months of 1898, while boots and shoes to Asia and Oceanica in the 9 months ending with March, 1900, reached nearly one million dollars, against a quarter of a million in the same months of 1898.

The following table shows the value of our exports to Asia and Oceanica, and to the principal divisions of that part of the world in the 9 months ending with March, 1898 and 1900, respectively:

EXPORTS FROM THE UNITED STATES TO ASIA AND OCEANICA IN THE NINE MONTHS ENDING WITH MARCH, 1898 AND 1900.

Japan.	1898. Dollars.	1900. Dollars.
All Asia and Oceanica	48,699,673	82,667,398
All Asia	32,225,726	50,686,488
All Oceanica	15,873,963	32,530,910
Japan	15,139,175	23,330,739
British Australasia	11,226,040	19,991,170
China	6,889,081	12,495,583
Hawaiian Islands	4,289,000	18,214,136
Hong Kong	4,451,667	6,101,442
Philippine Islands	75,728	1,975,783
Asiatic Russia	130,177	1,861,807

The Tinplate Industry.

Since the establishment of tinplate manufacture in the United States there seems to have been a very rapid transposition of the figures indicating the amount manufactured at home and the amount imported. In 1891 there was practically no production of tinplate in this country, while the imports were something over 1,000,000,000 pounds during that year. The official figures for last year were, imported, 108,484,826 pounds, or hardly more than one-tenth of the importations of 1891, and manufactured in the United States 791,371,484 pounds.

The plates used as the basis of the tinplate can probably be produced here cheaper than anywhere else in the world, and the process of dipping has been much improved since Americans took hold of the business. A gratifying thing about the matter also is the excellent quality which American tinplates have attained. This was a point upon which some doubt was at first expressed, but experience has shown the ability of American makers to put out as good an article as the best foreign, and at a cost so low that the export trade in tinplates promises to be in time a feature in American business.

In 1890 this industry practically did not exist in the United States. It then became the subject of special protective laws —and see the results:

Fiscal Year.	Pounds.
1891-1892	13,646,719
1892-1893	99,819,202
1893-1894	139,223,467
1894-1895	198,801,073
1895-1896	307,228,621
1896-1897	446,962,063
1897-1898	681,674,023
1898-1899	971,371,488
Total	2,673,746,661

This would be equivalent to a total production of 24,756,900 boxes of 108 pounds.

A New Shear Combination.

The shear combine, which passed into bankruptcy some months ago, has been reorganized. The new company, however, will drop one of the largest constituent plants, it having been announced that the property of J. Wiss & Sons, of Newark, N. J., will remain independent, but all the remaining concerns will be included in the new consolidation. These concerns are the Clauss Shear Co., of Fremont, Ohio; Standard Shear Co., of Elyria, Ohio; William Schollhorn Co., of New Haven, and the Seymour Cutlery Co., of Holyoke, Mass.

It is also announced that the management of the new company will be controlled by J. C. Pearson, of Boston, the capitalist who some time ago provided the National Shear Co. sufficient funds to carry on the business. Mr. Pearson was the chief creditor, and bought in the properties at the recent sale, with the exception of the Wiss plant at Newark.

A meeting at which the organization will be perfected will be held shortly. It is expected that J. H. Clauss, of the Clauss Co., the former president of the shear company, will be elected a director, and he may be re-elected president.

Walter T. Rosen, the attorney in charge of the legal part of the work, is reported to have said it was the intention of the new management to commence operations immediately. The capital stock has been cut down from $3,000,000 to $300,000.

Briquette Making in India.

Indian Engineering says that at Haranpur a plant has been erected for the manufacture of coal dust into briquettes. The coal dust, with 8 per cent. of its bulk of pitch, well mixed together, is poured into molds under a pressure of 18 cwt. to the square inch. From the molds they pass to an endless chain, which delivers them alongside the trucks into which they are to be loaded. The plant also includes a separator and washer, but these are not used, as it was found that they removed a large proportion of the coal along with the dirt. The slack coal costs 5 to 8 rupees per ton, and the briquettes, which measure 6 inches by 4 inches by 3 inches, and scale 28 per hundredweight, cost, including all charges, such as interest on capital, 14 rupees per ton. The plant is capable of turning out 20 tons a day.

The Czar has an income of $1000 per hour, the Sultan $850, the Emperor of Austria $500, the Kaiser $450, the King of Italy $330, Queen Victoria the same, the French President $250, the King of the Belgians $85, and the President of the United States $7.50 per hour.—*Ex.*

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CHARACTERISTICS OF RETAIL CUSTOMERS.

There is an old saying to the effect that "it takes a good many folk to make a world," and no one finds out the truth of it sooner than the Hardwareman. The study of the idiosyncracies of his customers is one which every ironmonger must undertake. His business success will, to a certain extent, be measured by his ability to discern their peculiarities and to grapple with them. Some men have an innate faculty for reading character, and can make a survey of a client at almost a glance; others are almost devoid of such, and are thus very apt, to use a vulgarism, to "put their foot in it." The merchant has to encounter a large variety of dispositions in his daily transactions; he need be very cautious in his mode of treatment, and must ever be ready to adapt himself to circumstances. The ways of some clients may be enough to try the temper of a saint, but the business man must have no temper. He must retain a calm, patient, and kindly bearing, even though he be tried to the utmost. There is a time, however, when he must assert his rights, but it must be done in a dignified and impressive manner, which will strike home to the offender without annoying him. Some folk, for instance, entertain the idea that tradesmen are a class of people whom, if they do not closely watch, will take undue advantage of their technical ignorance and extract undue profit from them. When shown an article and quoted a price, they will cast a suspicious look, find fault with the figure, and begin to make comparisons with former purchases or other things which they have seen. It is most unpleasant and irritating to the tradesman to receive such treatment, and his attention must be directed toward proving to his client that he is a man of honor and integrity, who would not take undue advantages.

THE "STAND OFF" CUSTOMER.

Then there is the "stand off" client, who, upon entering the warehouse, states his requirements in a few and almost curt words, resents interrogation, and expects to be waited upon and treated as a very superior person, with whom there must be not the slightest liberty taken. If the person who waits upon him attempts to be civil by polite remarks upon the state of the weather, or the burning question of the hour, he will probably receive a distant answer, which will be so obvious that it will show him that his conversation is not agreeable. Such a client must be treated with a certain amount of deference, even though his social position may not uphold it; the assistant should be polite and endeavor to be concise in his remarks, saying as little as consistent and keeping entirely to the subject of the purchase. When this is completed and the client moves to leave the warehouse, he should be upon the alert as to whether he wishes him to wish him "Good-day," for some of these folks even resent this, walking straight away with no response if one be so polite to say it in an unassuming manner. In such cases it is advisable to say nothing after the completion of the purchase.

THE GOSSIP.

The next client may happen to be the gossiping one; weather, politics, local scandal, and various other topics will probably be brought up, in which the client expects the person waiting upon him to join. Here the assistant must exercise great caution and tact; he must be pleasant and polite, and appear to take some interest, but at the same time he must unconsciously govern his client, so that the purchase may be made with as little time as possible wasted upon mere talk. It is most difficult to get rid of such people in a reasonable time; they need a deal of the exercise of the virtue of patience and not a little tact. A good plan is to leave the counter and walk to the door when the fitting opportunity occurs after the purchase, making politeness in opening it for the customer's exit, with as little waste of time as possible.

THE "ROUGH AND READY" TYPE.

Some clients are of the "rough and ready" type, and appeal to you as "governor." This phraseology and its invariable accompanying tonal effect may be somewhat resented by a refined nature. Such refinement must, however, be checked. This class of folk often are clients who are worth having; they do not grumble at prices, are often quick in making up their minds, and above all, pay cash. In dealing with them, try to enter into their little peculiarities, at the same time, refrain from vulgarity; show them that you are doing your best to please them, they will respect you, make their purchase, and leave the shop with a good feeling. These people, though they possess rough and coarse natures, often have kind hearts, and their mode of expressing themselves is the result of their environment, and no criterion of their temperament. Do not resent their manner, but be patient, business-like, and kind, and you will produce a good effect upon them, which will, in the future bring further grist to the mill.

THE POMPOUS PERSON.

The pompous client may favor you with his patronage. The manner of such folk is admittedly most repugnant, but nevertheless it has to be met. These gentry often enter the establishment with tremendous airs, are evidently very satisfied with themselves, and expect that you will return the compliment. Their conversation is largely monopolized with a recapitulation of their great doings and possessions. They seek admiration, and although it is most difficult to return it, it is wise in some way, to let them think you are charmed with them, and fully recognize their superiority. What is vulgarly known as "sitting upon them" must by no means be attempted. The vendor must pay heed to their requests, preserve a natural obliging demeanor, and endeavor, as far as possible, to treat them in the way they desire to be treated, as evinced by their characteristics. Any resentment of their manner will be noticed immediately, for these people often possess most sensitive natures. This may seem incongruous and incompatible, but experience teaches one that such is the case, and caution must be exercised to avoid treading upon their toes.

THE NERVOUS MAN.

One of the most embarrassing clients probably is the nervous one. He may be noticed outside the warehouse looking in the window, evidently deliberating upon his intended visit. He ultimately enters, views you nervously, and in an agitated and somewhat incoherent manner states his requirements. Some difficulty may be, and often is in such cases, experienced in understanding such. Patience must be exercised, a natural and kind manner adopted, and above all, an intense desire to meet his wishes should be evinced. The slightest sign of impatience or weariness will be at once induced in your client, who may probably make an excuse and leave the place, making no purchase. If he find that you are doing your utmost to oblige him, and apparently do not notice his failing, he will respect you, proceed with his purchase, and leave the establishment with a friendly feeling, and probably become a permanent addition to your *clientele*.

THE EXACTING CUSTOMER.

The greatest exercise of patience is necessary in dealing with the exacting client. His methods are often most irritating, and do not tend to calmness of mind or good feeling.

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He may dictate to you what your charges ought to be for such and such a job; may check your workmen's time when they enter or leave his house, and above all, expect that you will readily yield to his demands. These cases are exceedingly annoying, and when the client is demonstrative, are most perplexing. Even after the matter has been fully explained, and the fallacy of attempting to check time exposed, when some part of it has to be spent in the workshop in preparing or altering fittings before they be fixed, these folk quietly state that they prefer to adhere to their own figures. This makes matters awkward, and although the client's position is untenable in the ordinary sense of reason, it is very difficult to convince him. In dealing with these cases, the utmost patience must be exhibited, although unlimited time cannot be spent in bringing about the desired result. If, after a fair amount of explanation, no impression can be made, and a satisfactory settlement does not appear possible, and the detail and charge is correct and reasonable, be careful how you make any concession, as much of this creates the idea that you have a large margin to manipulate. It may be advisable to give way slightly, if the client have a good account with you, rather than lose him, but this must be the last resource, and even then must be done with great caution. No one can tolerate a continual occurrence of this business, and must in such a case deal firmly but courteously with the matter, and insist upon his rights, even if it means to the loss of a client, or it may become unbearable.

FUSSY CUSTOMERS.

Fussy customers need a deal of management; they do not like this, or that, and when they have made a purchase, give special instructions as to when it must be sent, or that the man who brings it must be sure to wipe his boots before entering the house; or after a job is completed they will find some trifling and unimportant cause for complaint, ask all manner of questions, and expect more attention than another would who gives you a hundred-pound order. The best way to satisfy them is to keep a cool head, use a little persuasion, meet their wishes as far as practicable, and suppress your feelings as much as you can and in all probability they will walk away, after they have had their say, perfectly satisfied.—W. S. H. *in Ironmongery (Eng.)*

Diversified Uses of Tinplate.

In 1891, which year marks the beginning of the tinplate industry in the United States, Wales was making practically all the tinplate of the world. Now the manufacture and use of tinplate in this country has grown so rapidly, especially of late, that few realize the various ways in which it is employed. While a great deal is used for roofing purposes this constitutes only from 10 to 15 per cent. of the total; and, moreover, while unusually referred to under the general title of tinplate, the kind used for roofing is particularly known as terne plate, being coated with a mixture of tin and lead, instead of with pure tin. The mixture of tin and lead better resists the weather than pure tin.

The chief use of tinplate is in the manufacture of cans, boxes and other packages. It is surprising how many articles of commerce are packed in tinplate packages. Groceries, proprietary articles, tobacco, cigars, calcium carbide, typewriter ribbons, blacking—in fact it would require a column to enumerate all the articles which are being put in tinplate packages. The kind of wood used in cigar boxes is growing scarcer and scarcer and even the best is by no means so well suited for the purpose as tinplate. Such groceries as coffee, tea, spices and many others, are best packed in tin.

Tinplate boxes are, by special processes, made from pieces of tinplate which have been first lithographed with beautiful designs in colors, so that the attractive packages make a ready seller, and the housewife frequently buys a tin box of tea or coffee in order to get the box. Proprietary medicines are being packed more and more in tin. A handsomely-decorated tin box helps the sale of such an article wonderfully, and in every case the substitution of a tin box for a paper or wooden package has resulted in greatly increased sales. The cost is very small.

Thus, one can buy a dozen two-grain quinine pills neatly put up in a tin box, with a sliding cover, and having an even dozen little depressions in the bottom, one for each pill, for a nickel. The outside carries a design. To make such a box, including waste, requires only about five and a half square inches of tinplate. Twenty-six boxes may be made from one square foot, and as such small boxes are made from tinplate much thinner than the ordinary gauge, the cost of the tin in such a box, including waste, is less than the thirtieth of a cent.

The manufacture of boxes and cans from tinplate has been made wonderfully economical by the invention of machinery to do all the work. There is practically no labor involved but tending the machines. In a can factory the sheets are fed into machines, and from that point the material is not touched by human hands until the finished can has been produced and tested for leaks. Where the canning establishment makes its own cans it is the practice with a number of products to do the cooking or "processing" right in the can, and in any case the cans are made, tested, filled, sealed and labeled, without being touched by a hand. There are can factories which will turn out a million or more of the regular sizes of cans in a day, and of course, it will be seen that the cost must be very small.

The most common sizes of can used for fruit and vegetables is the No. 2, or two pound can. It is about three and a half inches in diameter, and four and a half inches high. Including the waste, which in ordinary cans has been reduced to from 3 to 5 per cent. it takes only about half a square foot of tinplate to make a No. 2 can, the cost being thus at the present market price of tinplate about one cent. The cans are sold complete at from $1.80 to $1.90 a hundred, allowing the can manufacturer only a fraction of a cent for his solder, fuel, wear and tear on machines, handling, and the loss from occasionally defective ones.

Standard one-pound cans cost only from $1.25 to $1.35 a hundred. The lowest price on record for tinplate was made in the summer of 1898, when the price touched $2.60 a box. At that time the quantity of tinplate required to make a No. 2 can cost only 5 1-2 mills. The advance since then has amounted to 4 1-2 mills per can, or 45 cents a hundred cans. Even when imported tinplate was used exclusively in the United States, and prices were considerably higher than they are now, the tinplate required for a No. 2 can cost only about a cent and a quarter.

Canned corn is now quoted wholesale at from 60 to 70 cents a dozen for the two-pound size. Canned tomatoes are still cheaper, so that the cost of the tinplate in a can of corn or tomatoes is only from a fifth to a sixth of the wholesale price of the article, or from an eighth to a tenth of the retail price.

In the case of the more expensive articles, such as peas, peaches, fish and meat the cost of the tinplate sinks to almost infinitesimal proportions.

The art of making tinplate is about 500 years old. It began in Bohemia, or Saxony, near the Arch Mountains, in Germany, and the people kept the process secret for a long time. But the English stole the secret and began making tinplates at Pontypool, Monmouthshire, in the seventeenth century. In those days the iron was hammered out into rough sheets, and coated with tin. But later the process of reducing it by rolling was discovered, and the industry grew until it assumed large proportions.—*Pittsburgh Dispatch.*

Mrs. Parbury (about to cry)—Now, Clement, you'll discharge her, won't you? And get a new secretary—a man secretary.

Mr. Parbury (calmly)—No, Mabel, unless you give me your reason for wanting Miss Gunning discharged.

Mrs. Parbury—Oh, Clement, why can't you be reasonable? —*Harlem Life.*

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ITEMS OF INTEREST FROM EVERYWHERE.

The largest spring works are in Pittsburgh.

Twenty-four men have each served 20 years and upward in the United States Senate.

The population of Berlin, according to the statistics of the municipality, is now 1,843,000.

At Wardbury, Norway, the longest day lasts from May 21 to July 22 without interruption.

The Japanese House of Representatives has passed a bill to prohibit boys under 20 years from smoking.

The British Exchequer's balance at the Bank of England on April 1 was $26,000,000 greater than a year ago.

Nine men constitute a jury in Mexico, and a majority gives the verdict. If the jury is unanimous there is no appeal.

The new Oxford dictionary will contain a new "longest word in the English language,"—"nonintercommunicability."

Within 20 years California has added 500,000 to its population, or five times as many as the entire population of Arizona.

Among the 153,000 inhabitants which the last census gave to New Mexico, there were 20,000 Indians and 50,000 Mexicans.

Municipal authorities in Chicago expect the coming school census to show that the population of the city is over 2,000,000.

Chicago has a bird hospital, the only one of its kind, it is said, in the world, where sick and wounded birds are received and cared for.

Stone street was the first street in New York City paved with cobble stones, hence its name. The paving was done in the year 1657.

Railroads of East and West Java have recently been united, so that one can now travel from one end of the island to the other in two days.

An automobile recently covered the distance from Coventry to London, 92 miles, in four hours, this being an average of 23 miles an hour.

There are now upward of 400 rural mail carriers in the United States, and during the year just closed they carried close to 10,000,000 pieces of mail.

A bill introduced by United States Senator Penrose proposes the coinage of dollars, halves and quarters composed three-fifths of gold and two-fifths of silver.

It is estimated that during the past fourteen months upward of 10,000 wolves have been killed in Wyoming, in addition to mountain lions, wildcats, lynx, bear and coyotes.

The Mersey Dock Board of Liverpool has decided to spend nearly $2,000,000 in making the southern dock able to hold steamers 50 per cent. longer and broader than the Oceanic.

An ocean steamer of the first class, going at full speed, cannot be brought to a halt in less than three minutes. In the meantime she will traverse a distance of about half a mile.

Among the richest and handsomest mantels and fire places now manufactured are those made of petrified Arizona wood, veined and colored like Sienna marble and as highly polished.

The largest reservoir or artificial lake in the world is in India. It was constructed for irrigating purposes in Rajputana, and is known as the great tank of Dhebar. It covers an area of 21 square miles.

A single acre of Washington timber, recently measured by the Division of Forestry, contained 218,690 feet B. M. of red fir, 11,000 feet of hemlock, and 6000 feet of cedar; making a total stand of 236,690 feet.

The output of gold of the Klondike region for this season is estimated at from $20,000,000 to $25,000,000, or about double that of a year ago, which large increase is chiefly due to improved methods of working the mines.

The fire loss statistics of the New York *Journal of Commerce* for 1899 show, for the United States and Canada, a total of $136,773,200, an increase over 1898 of $17,000,000, $26,000,000 over 1897, and $30,000,000 over 1896.

Notwithstanding the difficulties and dangers attending a trip 1200 to 1400 miles over snow and ice in the most inclement season of the year, no less than 700 people left Dawson for Nome between December 4, 1899 and March 1, 1900.

The annual report of the Commissioner of Patents shows a surplus of $113,673 for the operations of the year 1899. The total number of applications for 1899 was 41,443, and present indications point to a breaking of the record for the current year.

During the past year there were eighteen fires, each of which involved a loss of over half a million dollars, the largest individual loss being in Philadelphia, where $1,725,000 worth of property was wiped out in the large department store and publishing house conflagration in November.

The new White Star Line steamship Oceanic sailed recently for Liverpool, with 1752 passengers, the largest number of tourists that has ever sailed from this port on a single steamship, consisting of 325 first class, 265 second class and 1162 third class passengers, together with a crew of 450.

The greatest density of the population in the world is claimed for Bombay, and is only disputed by Agra. The population of Bombay amounts to 760 persons per acre in certain areas, and in these sections the street area only occupies one-fourth of the whole. If the entire population massed in the streets for any purpose, the density would equal 3040 persons per acre.

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THE PAN AMERICAN EXPOSITION, 1901

ETHNOLOGY BUILDING.

A DOMED EDIFICE OF GREAT BEAUTY FOR THE PAN-AMERICAN EXPOSITION.

The Ethnology Building will be one of the most central in the extensive group now in process of construction for the great Pan-American Exposition at Buffalo next year. The site for this structure is at the east junction of the Court of the Fountain and the grand Esplanade. It will be conspicuous from all parts of the ground, and its exceptionally ornate character will entitle it to the special place of honor to which it has been assigned.

The building is circular in plan, with four main entrances connected by a continuous colonnade. The colonnade is seven feet above the level of the Esplanade, forming a loggia from which commanding views of the grounds may be obtained. The loggia will be adorned with a broad frieze above the windows and other mural decorations, statuary and statuary figures representing the ethnological types of the five different races.

Over each of the entrances is a pediment, or low gable, with the Pan-American seal forming the decorative motive of the tympanum, or triangular space of the gable. Back of and above each pediment is a sculptured group of horses. The roof of the building is a large dome, like that of the Pantheon at Rome. This is capped by a decorative cresting which hides the skylight opening. Just below the dome in the encircling shaft are eight circular windows, which light the upper gallery. There are two octagonal galleries, the first 25 feet above the main floor, and the second 21 feet higher. On the main floor there are 20,000 square feet of floor space, or about half an acre. The galleries add 10,000 square feet more. The galleries and roof terrace are accessible by stair cases and elevators on each side of the four entrances. The first gallery commands a fine view of the entire interior and plants. Above the colonnade is a terrace with balustrade and will be used for exhibition purposes. The second gallery, opening on the roof, will be used for restaurant purposes and for the accommodation of employees of the grounds. The roof terrace affords a broad view of the park, the Esplanade, Court of the Fountains, aquatic basins, sunken gardens, the mirror lakes and lagoons, buildings and other features of the exposition.

The Ethnology Building is the smallest of the so-called main buildings, and will have a rich interior finish. The eight decorated piers of the interior support eight arches forming the octagon, which, with the pendatives, carry the dome. The galleries encircle the octagon, leaving an open space under the dome 80 feet in diameter and 120 feet high. In the center of the building is a fountain surrounded by seats and chairs. The building is intended to be a place of rendezvous for visitors. The structure is 140 feet long and was designed by George Cary, of Buffalo.



ETHNOLOGY BUILDING PAN-AMERICAN EXPOSITION 1901.

The Germanic, a very well-known steamer of the White Star Line, has made more than 500 trips across the Atlantic. She and her sister ship, the Britannic, built in 1874, have each traveled considerably over 2,000,000 miles, a distance equal to eight and three-quarter times that between the earth and the moon. Between them they have carried considerably over 100,000 saloon and 260,000 steerage passengers across the Atlantic.

Mr. George A. Macbeth, reputed the largest lamp chimney manufacturer in the world, shows how the lead trust, by the aid of the tariff, sells lead for $4.70 per 100 pounds in New York and for $3.60 in London—a difference of $22 per ton. As his glass factory consumes 2000 tons a year, he must pay $40,000 more than his foreign rivals.

"Yes'm, we claim that's the best tinware in the world. Just look at the condition of that pail."

"What about it?"

"That pail, ma'am, was attached to the tail of a dog who ran eleven miles with it!"—*Cleveland Plain Dealer.*

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COMMERCIAL RELATIONS OF THE UNITED STATES

The two large volumes of annual reports from diplomatic and consular officers known as "Commercial Relations of the United States," which were transmitted to Congress by the President on the 1st of March, will be issued this year much earlier than usual, and the introduction known as "The Review of the World's Commerce" is nearly ready for distribution. These reports describe the present condition of commerce and industries in all the countries of the world, especially as affecting American trade; and in his message, President McKinley says it is gratifying to be able to state that they "show a marked increase in the practical utility to our exporters and manufacturers of the services of our official representatives, both diplomatic and consular, in promoting trade, and present a mass of evidence as to the steady growth in popularity in foreign markets of our manufactured goods, as well as of our food supplies, our raw materials, and the products of our mines."

In a letter accompanying the President's message, Secretary of State Hay says the reports "present not only the latest statistics for the trade of each country and the share which the United States now enjoys or may hope to gain, but a mass of valuable details and suggestions as to the activities and prospects of all the important industrial and trade centres of the world and the latest information as to the resources and commercial needs of regions which have but recently felt the impulse of modern development."

"Under special instructions from this Department," continues the Secretary, "the consular officers are addressing themselves with steadily increasing zeal and efficiency to the work of collecting information of practical utility to manufacturers in the United States who feel the necessity of enlarging the channels of foreign demand for their surplus production, and they have undoubtedly been stimulated and encouraged in their efforts by the promptitude with which their reports are printed and distributed or are otherwise utilized for the benefit of American trade. The annual reports which, in the then imperfect condition of the machinery for their proper editing and publication, were formerly subject to considerable delay in transmission to Congress, are now sent to that body with the least possible loss of time after the receipt of the completed series at the end of every calendar year, and pains is taken to supplement them with all available sources of current information, so that 'Commercial Relations' shall accurately represent existing conditions at the time of the final revision of the work. The value to our business interests of such a cyclopedia brought practically up to date of issue is obvious, and, in my judgment, it affords gratifying evidence of an aptitude and capacity on the part of our consular service in promoting trade which seem to be exciting the applause and emulation of foreign observers as well as the growing appreciation of United States producers and exporters.

"The consular officers, and, to an increasing extent, the diplomatic officers as well, are rendering a variety of important services to American trade by answering, through the Bureau of Foreign Commerce of this Department, specific inquiries from individual business firms as well as from organized trade bodies, with important results in enlarging the markets for American manufactures as well as for the products of our farms, our forests, and our mines. The answers to such inquiries, if of sufficient general importance, are promptly utilized in the form of daily Consular Reports, which are distributed with the least possible delay to the newspaper press, to Chambers of Commerce and other trade organizations, and to the interests more immediately concerned, so that the country at large may receive the benefit of such data. No other country in the world, it should be remarked, has so rapid a system of disseminating similar information, or one that so satisfactorily meets the requirements of its industries and commerce. In the development of this service, the Department of State is greatly indebted for many valuable suggestions from our manufacturers, exporters, trade bodies, and producers of raw materials, as well as from a number of trade newspapers, experts, and economists, which have been utilized in instructions to our representatives abroad, and in the improvement of methods in the editing and publication of their reports.

"The United States has been so quick to avail itself of the commercial opportunities in other countries and to adapt itself to their special requirements, as indicated from time to time in the Consular Reports, that, notwithstanding its comparatively recent entrance into the markets of the world as a competitor with the older manufacturing nations, it has already acquired a standing and reputation in many lines of production which encourage the hope of a brilliant future in export trade for many industries which, but a few years ago, were accustomed to regard their horizon as bounded by the domestic demand."

The letter of Secretary Hay is followed by a general summary of the reports by Mr. Frederic Emory, Chief of the Bureau of Foreign Commerce, as a preface to the "Review of the World's Commerce." Mr. Emory lays special stress upon the continued development of our export of manufactured goods, and calls attention to the fact that the general demand for American coal in Europe opens up a new field of enterprise and presents the United States in a triple role as a purveyor of food, of manufactured goods, and of fuel for the industrial fires of the nations which sell to as well as buy from us most largely. The summary is as follows:

"Since the date of the last annual review of reports from consular and diplomatic officers upon the industries and commerce of foreign countries, the commercial expansion of the United States, which was then (February, 1899) described as having passed the boundaries of speculation and experiment, has proceeded at a pace which has exceeded the expectations of even those who were most confident of a great development of our export trade. The progress noted in previous issues of the *Review* in extending the sales of American manufactures in the strongly competitive markets of Europe has continued unchecked, except in the few instances where the quality of goods has been sacrificed to cheapness, as, for example, a falling off in the sales of bicycles because of the exportation of inferior wheels, and the word 'American' seems to be rapidly attaining a world-wide celebrity as indicating excellence and superior utility in many lines of goods, especially in machinery of all kinds, labor-saving implements, furniture, boots and shoes, railroad, bridge and other building supplies, Hardware, and a great variety of other classes of articles of iron and steel. The recent scarcity of coal in Europe and the increased demand for American coal seem also to indicate that the United States is about to become a great purveyor of industrial as well as human food, and that, while supplying the world with a constantly growing share of the finished products which it has heretofore taken almost exclusively from European workshops, we shall add to the raw material they have long looked to us to furnish, and the foodstuffs upon which their laboring populations so largely depend, a considerable part of the fuel for their industrial fires. The broad lesson to

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be drawn from the reports of the consular officers and the data obtained from other sources as summarized in the following *Review* would seem to be this: That neither the products of our agriculture, our forests, and our mines, nor those of our workshops and factories, have anything to fear so long as they preserve their distinguishing merits, and that the only danger they have to face is a falling off in the standard, either through carelessness or the mistaken desire to obtain larger profits by lowering the quality. The reason American cottons have obtained and held a conceded superiority in the markets of China and East Africa is because they have been found by the natives to be more durable than competing cloths, and the same reputation maintained in other lines of goods would seem to be the best guaranty of the permanent and healthful growth of our foreign trade.

"This conclusion is the more obvious when we consider that the remarkable development of our exports of manufactures has been due to their excellence rather than to any marked improvements in our methods of pushing sales abroad. It is a matter of frequent remark on the part of our consular officers that while the efforts of the various organized trade bodies and export agencies which have come into existence in the United States during the past few years are doing good work in directing and systematizing export methods, the individual exporter too often still clings to the trade usages which, while effective enough in the home market, are of but little use, if not actually a hindrance, in extending sales in countries where widely different conditions prevail. It is gratifying to be able to state, however, that the Bureau of Foreign Commerce notes a marked increase of interest, as shown by letters of inquiry addressed to it, among manufacturers, shipping houses, producers of agricultural, forest, and fishery products, lumbermen, miners—in short, every branch of industry in the United States—in the conditions of demand and supply and the special requirements in foreign markets in which they might hope to compete, and the volume of requests addressed either directly to the consuls or to the Department of State for detailed and accurate information indicates a constantly growing perception of the importance of catering intelligently to the varying needs of foreign customers. In these inquiries, as well as in communications from trade bodies, trade newspapers, and individual experts in various branches of industry, and from economists engaged in the study of trade changes and fluctuations, many valuable suggestions for inquiry by consular officers are obtained with results of great practical utility, which are promptly given to the public in the daily consular reports.

"When the fact is taken into consideration that many of these inquiries are technical in character, entailing careful research and accuracy of statement, it will be seen that the consular service is often called upon to perform tasks which only experts could be expected to discharge satisfactorily, but, as a general rule, the results so fully meet the special requirements that a basis of intelligent action is seldom lacking. It is but due to the consular officers to say that they seldom complain of the burdens thus imposed, but, on the contrary, often exhibit the zeal of the missionary in promoting American trade, and supply from month to month a growing mass of voluntary information and suggestion which is nearly always of a practical character. Besides preparing reports and conducting a large individual correspondence relating to purely trade or industrial questions through the Department, many of them lend their personal efforts to the introduction of American goods, and at some of the consulates, samples are exhibited to foreign buyers. Such collections have been opened in connection with consulates, or through the influence of consular officers, at Constantinople, Beirut, Smyrna, and Nice, and at Tampico, Mexico. The consuls at Chefoo, China; at Leipzig, Germany, and at Edinburgh, have offered to inaugurate similar exhibits. Ambassador Hitchcock, while in St. Petersburg, took steps looking to the opening of an American exposition there. The arrangement made by Consul Dudley, of Vancouver, whereby all trade catalogues from the United States are to be exhibited in the rooms of the board of trade of that city, and the action of Vice-Consul-General Hanauer, of Frankfort, in arranging with a large Rhine transportation company for the introduction of American coal into Germany, are among the more recent instances of extra-official effort to give practical direction to our export trade. Special attention has also been given by consular officers to the improvement of transportation facilities between United States and foreign ports, and the establishment of direct steamship lines has been urged with practical results, as in the Mediterranean and in the Baltic. As was remarked in last year's Review, 'there is, of course, a limit to the usefulness of government agencies of this character,' because of the official considerations necessarily involved, but until private enterprise shall have mastered the intricacies of foreign trade conditions and our manufacturers and exporters are represented by capable agents of their own in foreign markets, the consular service will doubtless continue to be the main reliance for blazing the way into new fields of consumption for our products.

"During the calendar year 1899, according to the figures of the Treasury Department (see Monthly Summary of Commerce and Finance, December, 1899, p. 1819), the domestic exports of the United States amounted to $1,252,903,987, against $1,233,558,140 in 1898. The percentage of manufactured products was 30.39 in 1899, 24.96 in 1898; of agricultural products, 62.42 in 1899, 69.06 in 1898; of mineral products, 2.66 in 1899, 2.09 in 1898; of forest products, 3.8 in 1899, 3.16 in 1898; of fishery products, 0.45 in 1899, 0.47 in 1898. It will be seen that the gain was most marked in manufactured goods, and the increase is the more significant from the fact that it synchronizes with a general revival of industrial activity in Europe, showing that we are able to hold our own in an intensified competition in the world's markets and with a greatly increased consumption at home of iron and steel, which were being exported in increasing quantities during the period of our commercial depression. Our total imports during the calendar year 1899 were valued at $798,845,571, against $634,964,448 in 1898, an increase of nearly $164,000,000. Analyzing the Treasury figures, we find that the percentage of imports free of duty was 43.91 in 1899, 43.26 in 1898; of articles in a crude condition which enter into the various processes of domestic industry, 33.45 in 1899, 31.85 in 1898; of articles wholly or partially manufactured for use as materials in the manufactures and mechanic arts, 9.45 in 1899, 9.31 in 1898. There was a drop in the percentage of 'articles manufactured ready for consumption' from 16.5 in 1898 to 14.9 in 1899, although there was an increase from 12.76 to 13.45 in 'articles of voluntary use, luxuries,' etc. In other words, it would appear that we are importing more foreign materials for use in our industries and less of finished manufactures, with a slight gain in our consumption of foreign 'luxuries'—a condition of things attesting a steadily widening industrial activity, with substantial results in a general increase of our national prosperity and purchasing power.

"An examination of the Treasury figures of exports and imports by articles for the calendar years 1898 and 1899, which precede the summary of consular reports by countries in this Review, will show large increases in the exports of most of the important articles of manufacture, such as agricultural implements, cotton goods, electrical supplies, and apparatus for scientific purposes; manufactures of iron and steel, including Hardware, machinery of various kinds, cash registers, metal-working machines, printing presses, pumps and pumping machinery, sewing machines, locomotive and other steam engines, typewriting machines, nails and spikes, pipes and fittings, stoves, etc.; leather and leather goods of all kinds, vegetable oils, lumber, furniture, house finishings of wood, etc. The total exports of railway cars and other vehicles fell off from $10,959,712 in 1898 to $9,856,453 in 1899, but this is explained by the heavy decline in cycles (included under this heading) from $7,092,197 in 1898 to $4,820,284 in 1899. The sales abroad of railway cars and other vehicles, except cycles, rose from $3,867,515 in 1898 to $5,036,169 in 1899.

"In addition to the Treasury tables giving the exports and imports of the United States during 1899, which are reprinted for purposes of comparison, a statement of the trade of the more important commercial nations, with the relative share of the United States, has been compiled from various sources in order that a comprehensive picture of the trade of the world in its most recent phases may be presented. Following these, the *Review* treats of each country separately under the proper geographical division."

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PARAGRAPHS FROM THE INDUSTRIAL FIELD.

In 1899 Bremen received 1,045,635 bales of American cotton up to November 1.

The imports of crude rubber to this country have in the last 30 years increased 431 per cent.

Bordeaux buys about 40,000,000 barrel staves per year, all but 2,000,000 of which come from Austria.

The United States sent $4,910,291 worth of silver direct to China during the fiscal year to February 28.

France consumes 925,000,000 gallons of wine annually, equal to 24.25 gallons per capita of population.

At the April sale of ostrich feathers in London, 57,000 pounds were taken at prices aggregating $610,000.

It is stated that coal is leaving Philadelphia at the rate of 1000 tons a day for Mediterranean ports, ostensibly for railway fuel.

Half a century ago the labor cost in the production of 100 gold hunting watch cases turned was $540. In 1897 it was only $80.

The Howard Axle Works of the Carnegie Steel Co., at West Homestead, has been started in part, and will probably be operating in all departments within the next four weeks.

Lompoc, in Santa Barbara County, California, grows mustard for the whole nation. In that region 2000 acres are cultivated to the seed, the industry employing about 200 farmers.

One of the uses to which electricity is put is in the welding of wire hoops on washtubs. The hoops run around the tub each in a shallow groove and are welded in place. The hoops thus put on cannot fall off.

Over one-half of the agricultural produce imported into the United States during 1894-1898 came from countries wholly or in chief part within the tropics. These imports had an average annual value of $192,732,457.

Hemp receipts in the Philippines January 1 to April 1, are reported as follows: At Manila, 219,770 bales; at Cebu and Ilioilo, 29,353 bales; total, 249,123 bales, compared with 131,206 bales during the same period of 1899.

The New Jersey Industrial Exposition, to be held at Newark, N. J., in 1902, is occupying the attention of many committees. Newark will raise $1,000,000, the State $500,000 and $500,000 is expected from other sources.

There was shipped to the United States from the Dutch colonies coffee to the value of $427,000 in 1897, $307,000 in 1898, and $440,000 in 1899, and a smaller, but still considerable item of Dutch exportation is to be found in cocoa.

More than $4,000,000 worth of American railway engines were exported in the 9 months ended March 31, 1900, as compared with less than $1,000,000 worth in the corresponding period in 1894, and $2,800,000 worth in the corresponding months of 1896.

For the fiscal year 1898, according to official statistics, we imported in crude rubber and gutta-percha 46,055,497 pounds, valued at $25,386,010, against 33,842,374 pounds in 1890, valued at $14,854,512, while in manufactured rubber the values were respectively $805,951 and $367,647.

The first successful attempt ever recorded of casting a solid vessel of aluminum has been made recently by William Martin, at Newlin's foundry, Pittsburgh, Pa., in the construction of a fire extinguisher apparatus. Heretofore it has been considered impossible to either cast or weld this metal.

American manufacturers of automobiles are interested in a recent decision by the Supreme Court of the United States to the effect that the patent on pneumatic rubber tires for road vehicles, which was granted in March, 1893, by the Commissioner of Patents, is invalid, and any one may use such tires without fear of being required to pay royalties.

In a report made to the State Department by Consul-General Guenther, at Frankfort, Germany, he says that the total number of people employed in the Krupp works is 41,750, of whom 25,133 are at Essen, 3458 in the Gruson Steel Works of Magdeburg-Buckau, 2726 in the shipyards at Kiel and 10,344 in various smelters and coal mines owned by Krupp.

Nearly all of the jute mills in India are now lighted with electric lights. It was found that the working people could work overtime under much better conditions with increased pay in the electric-lighted mill, and the consequence was that the workmen flocked to the well-lighted mills, so that those mills which opposed the introduction of electric light were forced to provide it.

In 1899 there were built in the United States 123,893 cars, exclusive of those built by railroad companies. In 1898 the total was 105,156, which was the best year since 1890, when 103,000 cars were built. Of the 123,893 cars built last year, 117,892 were for freight and 1201 for passenger service, and 4710 for street railroads; 1904 freight, 104 passenger and 296 street cars were for export. Of the freight cars 10,500 were of steel.

The statement made in some of yesterday morning's papers that the patent rights of the American Bicycle Co. constituted over 70 per cent. of its capital stock is denied. The value of the rights, according to the certificate of the company's condition, filed with the Secretary of State October 1, is $22,000,000. The capital stock is $30,000,000. The president of the company yesterday said the original certificate described the $22,000,000 as among the assets, thus: "Good will, including patents, copyrights, trade marks, etc."

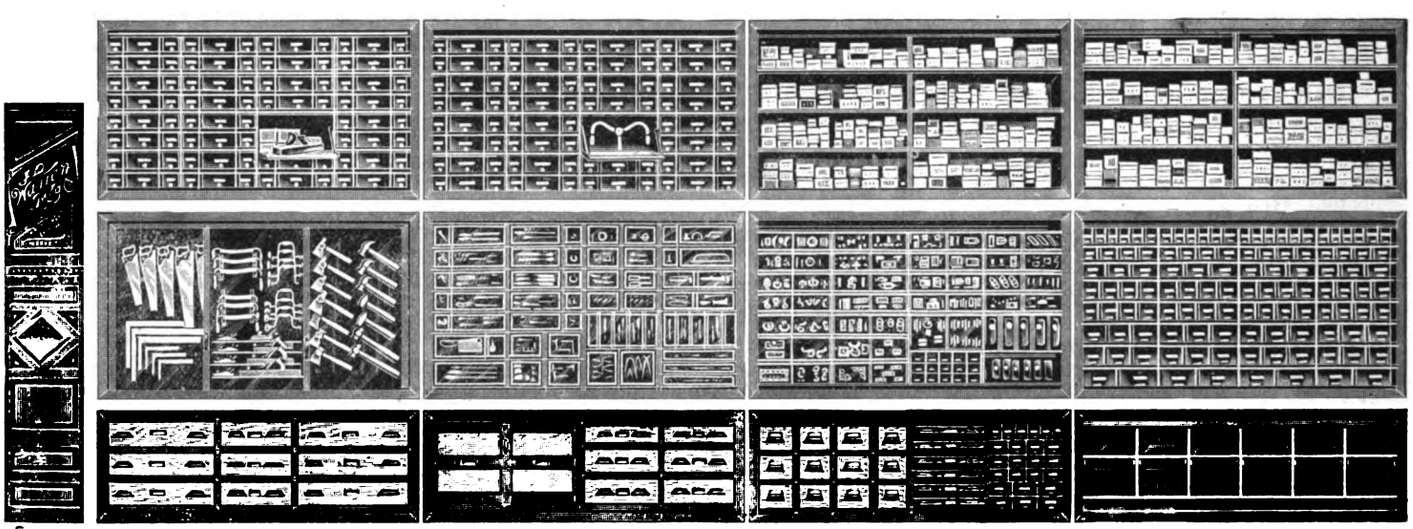
Cast iron horseshoes are manufactured to a considerable extent at Ueckermuende, close to Stettin. The shoes are cast without toes or heels, although heels can be attached, holes being left at the end of the curves for that purpose. A square groove, commencing about one inch from the end of each curve, is found formed in the bottom part of each shoe. This groove is filled very tightly with one piece of three-fourths-inch tarred hemp rope. The wholesale price for any size or shape is 36 marks ($8.56) per 100 kilograms (220.46 pounds). A set of shoes (medium size) weighs 5 1-2 pounds and would cost about 21 cents wholesale.

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The Age of Store Improvement.

The largest order ever given for Patent Hardware Shelving has been recently awarded the J. D. Warren Mfg. Co., Masonic Temple, Chicago, by the Gray & Dudley Hardware Co., of Nashville, Tenn., amounting to $7000, being for a complete equipment for the retail department, 55x225 feet, occupying the whole ground floor of their new six-story building. The firm furnished no specifications, placing their confidence solely with J. D. Warren to design and manufacture for them the best outfit his practical experience would enable him to prepare, regardless of expense, consistent with their requirements.

Mr. Warren has been engaged upon the plans for some time, and will also spare neither time nor expense on his part in executing designs in shelving, cases and cabinets which will establish a precedent for the Warren system in Hardware store construction. The building will be modern in every respect, the wholesale departments occupying the upper floors, which will make the retail store a distinctive feature of the house, completed in the most artistic manner. The overhead ceiling stands 19 feet in height, giving magnificent dimensions, splendid light, etc., for the display of stock. The shelving will extend to the top on each side of the room, with extras and mirror effects to utilize center floor spaces, all sectionally arranged to match dimensions, with the Warren



THE WARREN SYSTEM OF HARDWARE STORE CONSTRUCTION.

interchangeable glass front drawer method, provisions for attaching samples, registering prices, recording stock, etc.

The material will consist of quartered oak throughout, finished at the factory ready for setting in place complete. Every item of Hardware in the firm's enormous stock will be provided for before the drawings are finished, shelf goods, builders' Hardware, mechanics' tools, farm and garden implements, etc., occupying their relative positions in minute detail. Numerous devices will be introduced for the first time to illustrate the mechanism and use of different Hardware specialties, such as builders' Hardware, etc.

A new system for registering stock will enable the buyer to locate and estimate the amount or number of articles on hand in any particular line at short notice by simply consulting his register. The fixtures, aside from artistic effect and labor saving features, are being made to maintain extensive capacity and great durability.

The Warren Hardware Cabinets, in their perfect construction, seem scarcely less human than the merchant or salesman, so nicely do they display and keep track of stock. "Adaptation" is the keynote of the inventor and manufacturer in the multiplicities of spaces and compartments constructed for the numerous lines and varying sizes and numbers, each of which is carefully provided for as if it were the only article dealt in by the merchant.

In its complete design it comes to the merchant not alone as shelving, but as an active, live operator, rendering aid scarcely second to any one, and in some features attaining quicker and more valuable results than the single individual, and becoming a part of each salesman's commercial value by doubling and trebling his services, it thus reimburses the original outlay, which sounds large, but is in its valuable experience practical economy.

Trade Secrets in Germany.

According to German newspapers, the German federal court has recently rendered a decision which appears to be of interest to United States Consuls in Germany, as they are frequently requested by citizens of the United States to procure for them all possible information regarding manufacturing processes employed in Germany. It appears that a foreman in the employ of a certain establishment invented a substance which his employer used in finishing "rustling" velvet. The use of this substance was considered a trade or business secret of the firm. The foreman, however, imparted the composition to others, and the firm had him tried under the law of May 27, 1898, entitled "An act for the suppression of base competition" (Gesetz zur Bekaempfung des unlauteren Wettbetriebs). The foreman was found guilty in the lower court.

The case was appealed to the federal court and the defense made the point that the foreman had only imparted his own invention to others; that the same was his intellectual property. The federal court dismissed the appeal on the following grounds:

The foreman was employed as such by the firm, and therefore it was his duty to try experiments by which the methods of work could be improved.

His achievement in inventing the substance was, therefore, only a part of the services which he owed to his employers. The invention belonged to his employers, and therefore the action of the foreman in imparting the secret to outsiders was in violation of the law referred to. Only an employee is intrusted with experiments which may lead to such inventions. A stranger, whose labor does not belong to the establishment, is excluded from such experiments. The foreman was admitted to the experiments only on account of his employment by the firm, and it followed that the invention in question was made by him in consequence of his employment by the firm, for which he was paid.

The Bank of England destroys about 350,000 of its notes every week, to replace them with freshly printed ones. One evening in each week is set apart for the making of this expensive bonfire.—*Ex.*

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RECENT TRADE PUBLICATIONS.

STANDARD TOOL CO., Cleveland, Ohio. Pamphlet catalogue of 24 pages, printed on heavy coated paper, and well illustrated, the contents of which are given in three languages, English, French and German, and bears the appearance of having been published for distribution at the Paris Exposition, and would seem to be an admirable catalogue for this purpose, embracing as it does in its contents all their special tools, such as twist drills, reamers, chucks, sockets, taps, milling cutters, and other specialties of a similar character, together with illustrations and descriptions of their spring cotters and flat spring and riveted keys, which are largely in demand for machinery purposes. The artistic excellence of this publication gives every indication of having been carefully prepared by an expert whose work deserves great credit.

GILBERT & BENNETT MFG. CO., 44 Cliff Street, New York. Catalogue No. 147, Eastern edition, in pamphlet form, of 86 pages, 7 1-2 x 10 1-2 inches, and filled complete with their important line of wire goods, netting and fencing, wire cloth and wire work. This is a very complete and important catalogue covering these goods so largely handled by the Hardware trade of the country. The goods are fully illustrated and described throughout, showing various styles of fencing, and illustrating, in addition to the usual line of poultry and other wire netting, lines of Hardware and miners' riddles, oat and mill sieves, druggists' sieves, sand and coal screens, foundry supplies (such as bellows, brooms and brushes), cable clothes lines, wire door mats and spooled wire. Included in the contents is a large variety of flower pot stands, which are well illustrated in this catalogue, also chairs and seats, window guards, desk railings, etc., making it a very important catalogue, which should be in the hands of all dealers handling these goods.

COLDWELL LAWN MOWER CO., Newburgh, N. Y. Among the handsome lawn mower catalogues published in the interest of this line of important specialties, the Coldwell Lawn Mower Co. have given us an extremely artistic and very handsome pamphlet of 20 pages, large size, printed on superior coated paper, in which the illustrations are shown in two colors, reflecting great credit upon the catalogue compiler, and furnishing the most complete information connected with this business that has come to our notice. While all the regular lawn mowers are described and illustrated, in addition to the same they give the extra parts of each machine plainly shown, with the size, the specified number, and the list price. This is a most important feature for the dealer handling this class of machinery, making it easy to obtain repairs, and avoiding the annoyance of delays, which is often the case. They also show fine illustrations of the various universities, colleges, etc., where the Coldwell Lawn Mower has been in use for a number of seasons. These are taken from photographs, which present an admirable appearance in the setting given them on the pages. They also issue in connection with the larger catalogue a smaller one in which many of the illustrations given in the larger catalogue are shown in miniature size, the regular trade price lists being given as well, it being intended more particularly to exploit the merits of the "Imperial" lawn mower. The artistic feature of the smaller catalogue is shown in the combination of cupids manipulating in various ways the lawn mowers constructed by this company, and illustrated in the pages of this catalogue. This is a very novel feature, and will attract attention wherever shown, and was an extremely happy thought to be used for advertising purposes.

LIBERTY BELL CO., Bristol, Conn. Booklet of eight pages, giving their catalogue for 1900 on a line of Liberty and Standard bells, fully illustrated and described, including list prices, etc.

SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass. Catalogue of 16 pages calling attention to the line of roller skates manufactured by them, which are illustrated in this catalogue in full variety, with complete descriptions and list prices.

UNION METALLIC CARTRIDGE CO., Bridgeport, Conn., and 313-315 Broadway, New York. Price list dated May, 1900, in pamphlet form, covering 56 pages, applying to their entire product, covering primers, gun wads, percussion caps, metallic cartridges, empty and loaded paper shells, brass shot shells, etc.

E. I. DU PONT DE NEMOURS & CO., Wilmington, Del. Booklet of 14 pages on their well-known Du Pont gun powder, giving a price list and description of their product, showing the various grains of different styles. This is very artistically prepared, with attractive covers, the contents printed in two colors showing considerable merit in its compilation.

S. WILDER & CO., Holliston, Mass. A catalogue and price list in leaflet form of their line of copper pumps, etc., with list prices and full description, consisting of copper top pumps, with stationery top, iron top pumps, air chamber pumps with iron top, flange force pumps to screw to shell, and with all the various parts necessary for the proper repairing of the same.

CLEVELAND GALVANIZING WORKS, Cleveland, Ohio. Pamphlet catalogue of 16 pages, covering their line of galvanized specialties, including pump chain, rubber buckets, lightning rod fixtures, etc. They are also large manufacturers of white metal pattern letters, which are shown in this catalogue in great variety. They are made of metal that can be fastened to patterns with gum shellac, and can be bent if necessary, or brads can be easily driven through them without destroying the outlines of the letters.

STOVER MFG. CO., Freeport, Ill. Pamphlet catalogue of 40 pages, covering a line of builders' Hardware, shelf Hardware and Hardware specialties; including their double-acting spring hinges in plain and ornamental patterns; push plates, spring hinges in large variety, sash locks and sash pulleys. Included in the contents of the catalogue, which is printed on excellent paper and finely illustrated, will be found a number of testimonials printed in facsimile from gratified users of their various specialties, making interesting reading.

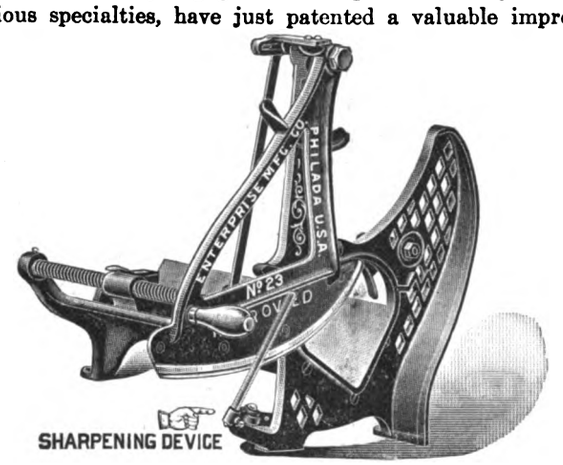
NATIONAL CUTLERY CO., Philadelphia, Pa.; C. E. Jennings & Co., agents, 101 Reade Street, New York. Pamphlet catalogue of 32 pages, covering their line of first-class steel-laid shears, scissors, snips, etc. These are made in a very complete variety, including straight and bent trimmers, barbers', bankers' and paper shears, also office or desk shears. They also manufacture a large line of shears of the "No Joint" pattern. They likewise manufacture a line of ladies' scissors and shears, pocket scissors and leather shears. Included in the contents is an extensive assortment of dental shears made in various styles, and all of superior quality. They also make a lower-priced line of regular goods, which is referred to under the name of "Eureka," covering many varieties. They are the manufacturers of the National orange clipper, dental snips and tinners' snips.

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NEW GOODS AND SPECIALTIES.

Enterprise Smoked Beef Shaver.

The Enterprise Mfg. Co., of Philadelphia, Pa., U. S. A., who are constantly engaged in adding to the utility of their various specialties, have just patented a valuable improvement to their Dried Beef Shavers Nos. 23 and 24. It consists of an automatic sharpening device, which can readily be understood, by a glance at the illustration, which is presented herewith. Past experience has taught the user that the blade of a beef shaver becomes dull after very little use, and, while he may understand thoroughly how to sharpen an ordinary knife, it requires a great deal more skill to sharpen the one which is an essential adjunct to a dried beef shaver. This has formerly been done in a primitive way with an oil stone, and frequently the blade has been taken out and sharpened by a traveling scissors grinder, who, from lack of intelligence, usually does more harm than good. The automatic steel, which forms the present improvement, sharpens the blade at a proper angle. It can be thrown instantly in or out of operation as desired, and being constructively an attachment to the machine, cannot be lost or mislaid. The feeding device has also been simplified in its method of construction by which it has been greatly improved.



IMPROVED SMOKED BEEF SHAVER.

Drop-Spout Tea Kettle.

The Central Stamping Co., 25 Cliff Street, New York, are engaged in manufacturing an entirely original style of tea kettle, which has been successfully experimented upon in private during the past three years, the result of which has been universal approval. It is constructed in a unique manner, which enables one to pour boiling water without lifting the kettle, although if desired it can be used in the ordinary way. In Fig. 1 is given an illustration of the kettle as it appears when placed upon the top of the range, showing how it can be used like an ordinary tea kettle. Fig. 2 illustrates the improved manner of its use, showing that the spout can be adjusted to deliver water without raising the kettle in the slightest degree. The spout is fed at the bottom by two asbestos-packed tubes, the joints of which, it is said, will last for a term of years, but which, if necessary, can readily be tightened at any time. At the top of the spout are two enameled wood knobs with a hook attached, by means of which the spout is kept upright against the body of the kettle. To draw the water, either of the knobs may be given a slight turn to lift the catch, and the spout drawn down as shown in Fig. 2. This would seem to be a veritable improvement over the old-fashioned kettle, and should commend itself to housekeepers. The kettle is made of 16-ounce copper, nickel-plated and burnished, has a flat bottom nine inches in diameter, is made in No. 8 size, and in marketing it will be indicated by the trade number 888.



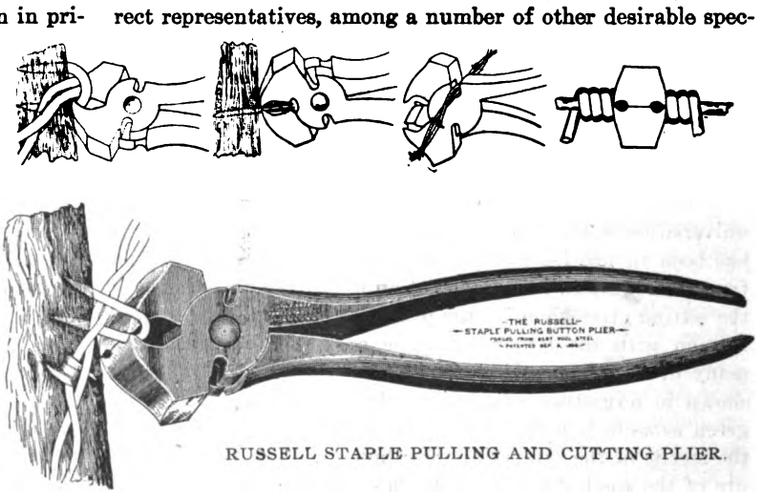
DROP SPOUT TEA KETTLE, FIG. 1.



DROP-SPOUT TEA KETTLE, FIG. 2.

Russell Staple Pulling and Cutting Plier.

The Utica Drop Forge & Tool Co., Utica, N. Y., for whom the Smith & Hemenway Co., 296 Broadway, New York, are direct representatives, among a number of other desirable specialties, are manufacturing the Russell Staple Pulling Button Plier, which we illustrate herewith. (Fig. 1). In the construction of this desirable article there are a number of features making it superior to anything of this character made previously by this company, as well as the fact that it is now



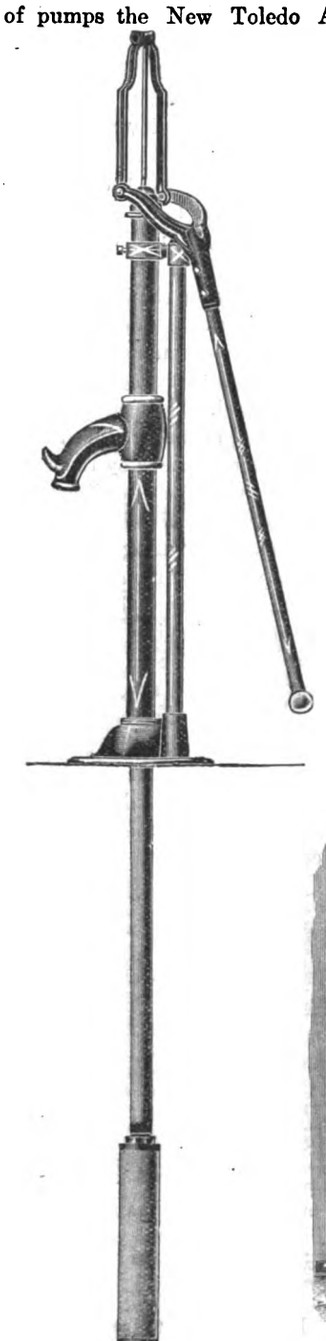
RUSSELL STAPLE PULLING AND CUTTING PLIER.

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made of a finer quality of stock and greatly improved in finish. The head of the tool has been improved in shape, so that depressions and uneven places, which are usual in posts, trees, etc., can now be readily reached in order to withdraw a staple or nail. There are two devices for staple drawing, one on each side of the head. The tool can also be used to drive or pull a staple or nail, both sides of the head being suitable for the purpose, forming a satisfactory hammer. It can also be used to cut wire on both sides of the rivet; it will splice or straighten wire; can even be used as a wrench on small nuts; it forms an admirable pincer, and will readily tighten wire. It is, of course, designed more particularly for putting up, removing and repairing barb wire and other fencing of like character, used in farm and railroad fence. In Fig. 2 is shown a few of the uses for which it is intended, among them pulling staples and nails, cutting barb wire and method of applying.

New Toledo Anti-Freezing Force and Lift Pump.

The Standard Mfg. Co., Toledo, Ohio, have added to their well-known line of pumps the New Toledo Anti-Freezing Force and Lift Pump, which meets a specified demand for a pump of this character. It is provided with a 10-inch stroke, and is suitable for any kind of well. It can be furnished three inches and larger in diameter and up to a depth of 200 feet. As will be noted in the illustration given herewith, the fulcrum rests on the base of the pump, enabling it to work with comparative ease ,and greatly lessening any ordinary liability to get out of order.



NEW TOLEDO ANTI-FREEZING FORCE AND LIFT PUMP.

Myers "Stayon" Flexible Door Hanger.

F. E. Myers & Bro., Ashland, Ohio, are placing upon the market and introducing through the Hardware and implement trade, what is claimed to be the greatest improvement over the ordinary door hanger that has been brought to the attention of the trade in a long time. It is marketed under the name of the Myers "Stayon" Flexible Door Hanger. Among the improvements noted, the hanger is so constructed that when once in position it is extremely difficult to throw it off the track no matter how roughly it may be handled. The lug A shown in Fig. 1 locks over the under side of the steel rail, thus fixing it firmly and preventing its being thrown off. This is

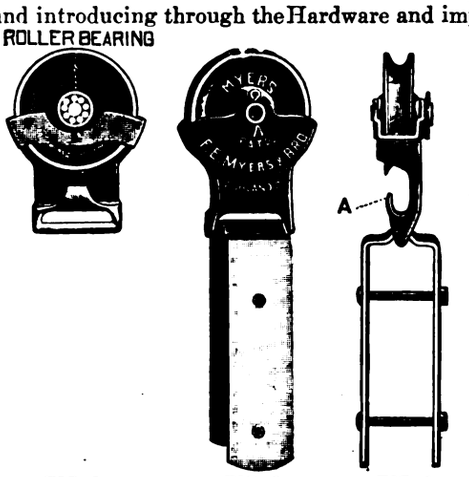


FIG 3. FIG. 2. FIG. 1.

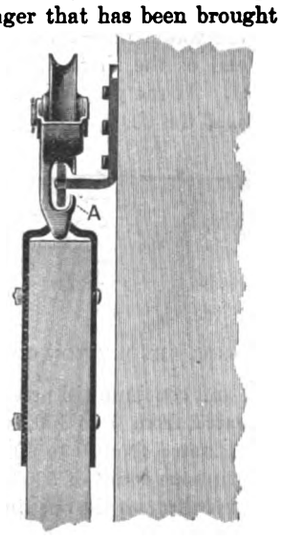


FIG. 4

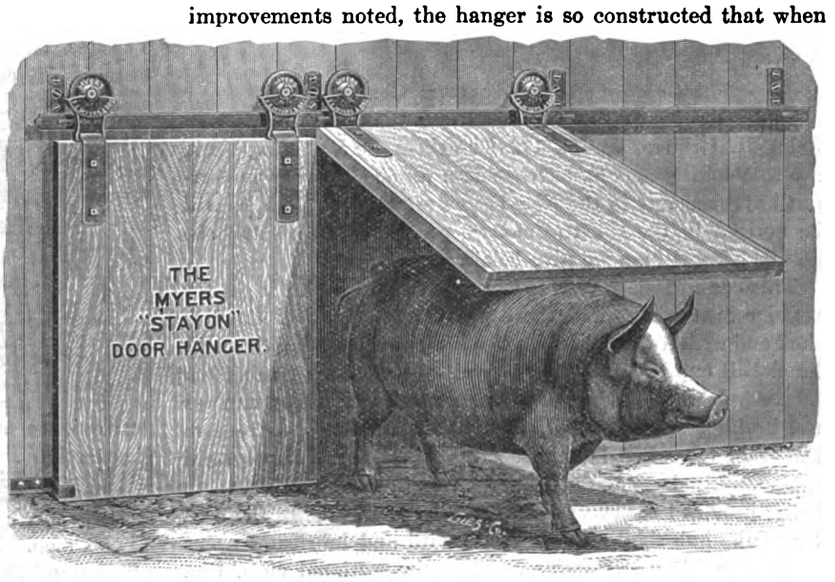


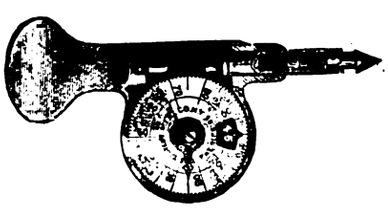
FIG. 5.

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undoubtedly an important feature. It is constructed with roller bearings, see Fig. 3, and is attached to the door by a steel strap clamped over the top of the door, extending down on each side and bolted through, see Fig. 4. The material is malleable iron and steel. In regard to its flexibility the hanger is provided with a loop joint between the wheel and the top of the door, which permits each door to be raised or shoved outward independent of the other, which is a feature not found on any other door hanger (See Fig. 5). By aid of the stay roller, when desired the door can be held perfectly rigid. This flexible feature prevents binding when door is warped or the side wall of the barn is crooked. The steel track used in connection with this hanger is manufactured of a special grade of stiff steel 3-16x1 1-4 inch, and supported by a rigid bracket having a square shoulder mortised through the track every 17 inches, thus making a very substantial fastening, and adding materially to the stiffness of the track, possessing more than twice the strength of the ordinary track.

The Tabor Revolution Counter.

The Tabor Mfg. Co., Elizabeth, N. J., have long held the market on the popular specialty for the purpose which we illustrate herewith. There had always been an urgent need of a good, simple, stop motion, revolution counter, that could be put upon the market at a price low enough to be within the reach of all mechanics. In using the counter it is only necessary to hold the watch in one hand, and lightly touch the centre in the end of the shaft to be counted, with the three-cornered point. At the proper instant, by the watch, a quick pressure against the shaft will engage the clutch and



THE TABOR REVOLUTION COUNTER.

counting will begin and continue till pressure is relaxed. The upper dial is graduated from 0 to 100, and registers units; the lower dial is graduated from 0 to 50, and registers hundreds, making a continuous count of 5000 possible. The reading on the under dial is through the opening in the upper dial. The index finger indicates the count on the upper dial; for instance, if the point in the opening through the upper dial indicates 45 on the lower dial, and the index finger points to 25 on the upper dial, the reading will be 4,525 revolutions. They can be sold at a moderate price and pay the dealer in supplies a good profit.

The Improved New Departure Coaster Hub.

The New Departure Bell Co., Bristol, Conn., for whom John H. Graham & Co., 113 Chambers Street, New York, are sole selling agents, have made a number of very important improvements in the New Departure Coaster Hub, as will be noticed in the illustrations we present herewith and the detailed description we give below.

This coaster, see Fig. 1, is now constructed with flanges for regular bent spokes and the cap is made a part of the hub shell and with it turned from the solid bar. Removing the right hand ball cup permits the removal of the entire mechanism of the hub while lifting off the arm and cover to cap exposes the braking apparatus. It is not now necessary to remove the brake cap when lacing hub into wheel nor is any special spoke required. Regular bent spokes are used, ball retainers being provided for every bearing and the oil hole in the center of the hub shell communicates with and lubricates every bearing and braking surface. From the sectional view, Fig. 2, the mechanical arrangements will be more readily observed. The ball retainers at the right are shown full size; the ball retainer in the brake cap is omitted to show the construction of brake clutch at this point. The chain pulls sprocket "G" forward, carrying with it the threaded driver "E" upon which it is mounted. The end of driver is cut away at right to show method of seating sprocket. Upon this driver is mounted the double cone "D" traveling upon spiral threads, as shown. When driver is rotated forward, this sleeve travels to point indicated by dotted line, bringing it into frictional contact with clutch "F," fixed to hub. This causes hub to rotate and the wheel to move forward. When wishing to coast, hold the feet still on the pedals. Sprocket



FIG. 1.

"G" and driver "E"' then remain stationary, and cone "D" follows its spiral thread to the left to position shown in cut. The wheel is now free to coast and will do so while the feet are held still upon the pedals, or if feet are removed. To slacken speed of wheel, bear down upon rear pedal; this forces "D" into engagement with clutch "C," which tends to rotate backward, but striking against the pawl "L" in brake cap, opens the spring until it touches the interior surface of the cap, thus causing frictional resistance and checking the speed. When sufficiently checked, let up on the back pressure; the parts resume the position shown in cut, and the wheel will coast again. Wishing to go ahead, simply pedal forward in the usual manner. So soon as this is done the sleeve "D" passes over to right into engagement with clutch "F" and pulls the wheel forward. It is particularly claimed that there is not a single lateral strain produced and every bearing can be adjusted to the finest degree by the cone on right hand end of axle exactly as is the case of ordinary hub. Removing the ball cup "F" allows all parts to be withdrawn when necessary. All motions are entirely automatic, absolutely free action being possible in all positions, and this while the pedals are firmly in gear at all times. Hubs are furnished in 1 1-2, 1 5-8 and 1 3-4 inch chain line, and with 7, 8, 9 or 10 tooth sprockets, either 1-8, 3-16 or 1-4 inch, 32, 36 or 40 spokes. When sent from factory the sprockets are purposely left loose so that a change of gear may be made by hand. A wrench fitting every part is packed with each coaster. The manufacturers state that deliveries of the new model hub will begin June 1, and orders will be filled in turn from the new stock. The new arrangements with the trade will enable the dealers to meet any call from their stock and add immensely to the

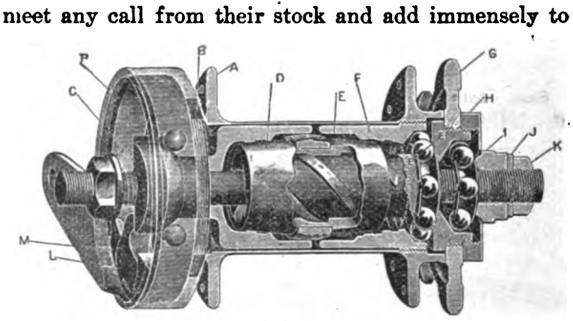


FIG. 2.

convenience and profit of handling the New Departure Coaster Hub.

In France's navy there are 45 admirals to 1760 officers and 21,536 men. In the army there are 330 generals to 41,488 officers and 540,000 men, while the marines have 17 generals to 2105 officers and 52,305 men. The marines complain of the inequality in the proportion of generals, they having but one to about 124 officers, while the army has one to 65.—*Exchange.*

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REVIEW OF THE MARKETS.

Hardware. While the manufacturers generally of special lines of Hardware realize that the end of the Spring season is making rapid progress, the general traffic keeps up fairly good on all staple requirements, and but little complaint is heard in regard to the volume of business as compared with that of last year. The feeling is general that prices bid fair to be maintained, except on a group of products which have been unduly advanced in price, because they were based on costs of materials which seemed to get higher in value with every succeeding month. The trade believes that particular time has passed, and the prices that have been advanced prematurely to some extent, might as well range along with quotations that are more in accordance with trade conditions of the present.

Builders' Hardware. This important line has been affected by the agitation of the questions disturbing organized labor in many cities, the most of which have been adjusted with no more serious results than a loss of valuable time, and the holding up of orders which should have gone forward to complete improvements already under way. The weather we are now enjoying is of the most favorable character for this purpose, and renewed energy has lately been shown, through which it is believed a solid improvement in this line of work will be one of the features of the season's business. It is the general impression that prices in this great line of artistic manufactures are much higher than they really are when compared with those prevailing a year ago; and less hesitation to purchase special requirements would be manifested if these comparisons were made.

Wire Nails. The demand for wire nails keeps up in extremely good condition. Stocks having been light throughout the country, the manufacturers now feel the benefit from making low quotations. No doubt exists but what the surplus stock is rapidly disappearing, and if the condition regarding raw material only gave sufficient excuse a slight advance in price might be looked for at an early date. Present quotations are as follows, f. o. b. Pittsburgh, terms 30 days or 1 per cent. off in 10 days:

To jobbers in carload lots	$2.20 base.
" in less than carload lots	2.22½ "
To retailers in carload lots	2.35 "
" in less than carload lots	2.45 "

New York prices consistent with above quotations are held firmly at the following quotations:

To retailers, carloads on dock	$2.53 base.
" less than carloads on dock	2.66 "
Small lots from store	2.75 "

Cut Nails. Cut nails are selling with greater freedom than previously existed, the demand being a very fair one for this product. The fact of there being less difference in price than previously existed, makes but little difference in the comparative sales. Present quotations are, f. o. b. Pittsburgh, terms, 30 days, 1 per cent. off in ten days:

Carload lots	$2.05 base.
To jobbers in less than carload lots	2.10 "
To retailers in less than carload lots	2.20 "

New York prices are quoted as follows, based on above:

To jobbers in carload lots on dock	$2.23 base.
" less than carloads on dock	2.28 "
To retailers in less than carload lots on dock.	2.41 "
Small lots from store	2.50 "

Barb Wire. The demand for barb wire keeps up in good shape. The reduction in price occurring later in the season than was desirable, for heavy transactions has not prevented the season's sales from showing good results. Already the supply at the mill is reaching a condition that makes prompt shipments not always possible. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 30 days or 1 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.65
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.67½
" " " Galvanized.	2.82½
To retailers in carload lots, Painted	2.80
" " Galvanized	2.95
To retailers in less than carload lots, Painted	2.90
" " " Galvanized.	3.05

Ellwood & Baker Wire is 5 cents higher, and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices named above.

Plain Wire. The market on plain wire is well sustained by the amount of business done, which has been unusually good since the decline and with prices exceedingly firm. The quotations for immediate specifications and prompt shipments, subject to withdrawal without notice, are as follows, f. o. b. Pittsburgh; terms, 30 days or 1 per cent. discount for cash in ten days:

	Plain.		Galvanized up to No. 14.	
To jobbers in carload lots	$2.15	base.	$2.55	base.
" less than carload lots	2.17½	base.	2.57½	base.
To retailers in carload lots	2.30	base.	2.70	base.
" less than carload lots	2.40	base.	2.80	base.

Galvanized Wire Nos. 15 and 16 is 75 cents advance on Plain, and Nos. 17 and 18 $1 advance on Plain.

Market and Other Wires. The American Steel & Wire Co. have recently announced the following revised quotations governing their line of Market Wire, together with a corresponding reduction which has been made in the whole line. The quotations given herewith represent a range of discounts in accordance with quantity requirements:

BRIGHT AND ANNEALED.

Nos. 6 to 9	70 & 10 @ 75%
" 10 to 18	72½ & 5 @ 75 & 5%
" 19 to 26	75 & 7½ @ 75, 10 & 5%
" 27 to 36	75, 10 & 2½ @ 75, 10 & 10%

COPPERED AND GALVANIZED.

Nos. 6 to 9	70 @ 70 & 5%
" 10 to 18	70 & 10 @ 75%
" 19 to 26	72½ & 5 @ 75 & 5%
" 27 to 36	76½ & 5 @ 70 & 2½%

TINNED.

Nos. 6 to 14	70, 10 & 5 @ 75 & 5%
" 15 to 18	70, 5 & 5 @ 70, 10 & 5%
" 19 to 26	70 @ 70 & 10%
" 27 to 36	65 & 10 @ 70 & 5%

No changes are announced on special wires, prices of which remain as previously quoted. Neither does the change affect Spring and other tempered Wires, Tinned Mattress or Broom Wire or fine Weaving Wires. The increased confidence imparted by the reductions made, has resulted in a good business being done, affecting all the lines, whether lately reduced in price or otherwise.

Drop Shot, Etc. Under date of May 21, Tatham & Bros. announce the following revised prices in Drop Shot, etc.:

Drop Shot, sizes smaller than B,	25 lb. bag.	$1.40	per bag.
Drop Shot, B and larger sizes,	" "	1.65	"
Buck Shot,	" "	1.65	"
Chilled Shot,	" "	1.65	"
Dust Shot,	" "	2.10	"

Terms—Net cash 30 days, or 2 per cent. discount will be allowed for cash remitted within 10 days of invoice date. Discounts on ton lots as usual; 10 cents per bag of 25 lbs.

Corner Braces. John H. Graham & Co., 113 Chambers Street, New York, have been made selling agents for the McClellan Corner Brace, which is meeting with a large sale for electricians', plumbers', steamfitters' use, etc. They are made in two sizes, Nos. 1 and 2 at $36 and $40 respectively, from which there is a discount to the trade of 25 and 10 per cent.

Martin's Casters. The Phoenix Caster Co., John H. Graham & Co., 113 Chambers Street, New York, selling agents, owing to the advance in price of lignum vitae, have been compelled to raise the list prices on Martin's casters with lignum vitae wheels, 5 cents per set over the price of iron wheels, discounts remaining the same.

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Sheet Brass, Brass Wire, Etc. Under date of May 9 the manufacturers of sheet brass, brass wire, etc., made a slight advance over their previous quotations, their prices being now represented by the following discounts, terms net cash in 30 days, or one-half per cent. discount for cash in ten days:

	Discount, per cent.
Sheet Brass, Brass Wire and Brass Rod	20
Brazed Brass Tube	35

Spring Cotters and Flat Spring Keys. Manufacturers of these goods have recently advanced prices on the same, and the present discounts are as follows:

5-16 and smaller	80 and 20 off.
3-8 and larger	70 and 10 off.

Cordage. The demand for rope is this season of a backward character. The following represents the present market, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger	per pound,	14½	cents.
" ⅜ inch	"	15	"
" ¼ and 5-16 inch	"	15½	"
Sisal, 7-16 inch and larger	"	9½	"
" ⅜ inch	"	10	"
" ¼ and 5-16 inch	"	10½	"
" Lath Yarn, medium and coarse	"	9½	"

Manila Tarred Rope, 15-thread, 14 1-2 cents. Manila Hay Rope, medium, 14 1-2 cents. "A" grade of Jute Rope 7 1-2; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7 1-2 cents.

Binder Twine. The following quotations are made on Twine, f. o. b. New York, Philadelphia or Boston, with a reduction of 1-4 cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of 1-2 cent per pound for carload lots:

White Sisal, 500 feet to pound	11 cents.
Standard, 500 feet to pound	11 "
Manila, 600 feet to pound	14 "
Pure Manila, 650 feet to pound	15 "

Linseed Oil. Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels .....66 cents per gallon.
In lots of 5 barrels or more .....65 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

Snell Mfg. Co., Fiskdale, Mass., issue the following discount sheet, to apply to their latest catalogue. Terms, 30 days, less 2 per cent. for cash in 10 days.

Angular Boring Machines, each	$3.00 net.
Upright Boring Machines, each	2.75 net.
	Discount.
Single Twist Auger Bits	40
Jennings' Pattern Auger Bits	60
Snell's "Extra" Auger Bits	60
Bates Mfg. Co.'s Auger Bits	60 and 10
Jennings' Pattern Car Bits	40
Snell's Car Bits	50
Long Rafting Augers	60
Carpenter's Nut Augers	60 and 10
Boring Machine Augers	60 and 10
Short Ring Augers	60 and 10
Millwright Augers	60
Cuban Augers	80
Ship Augers	30 and 10
Ship Auger Bits	30 and 10
Ship Augers, extra length twist	30 and 10
Ship Auger Car Bits	30 and 10
Ship Augers, with rings	30 and 10
Boring Machine Ship Augers	30 and 10
Screw Drivers, No. 30	50
" " " 20	60
" " " 10	75
" " " 5	75
Screw Driver Bits, No. 1 per doz.	$1.00 net.
" " " 2 per doz.	.60 net.
Flat Countersinks	50
Rose Countersinks	50
Snail Countersinks	50
Square Reamers	50
Octagon Nail Sets per gross.	$4.75 net.
Corrugated Nail Sets per gross.	6.50 net.
Knurled Nail Sets per gross.	9.00 net.
"Extra" German Patt. Gimlet Bits	40
German Pattern, No. 1, Gimlet Bits	50
German Pattern Gimlets	50
Bell Hangers' Bits	50
Bell Hangers' Gimlets	50
Double Cut Gimlet Bits	40 and 10
Needle Point Ice-Picks, No. 1	50
" " " No. 10	50
Family " No. 2	50

Mouse and Rat Traps. J. M. Mast Mfg. Co., Lancaster, Pa., anounce the following revised prices on mouse and rat traps:

	Per gross net.
Snap Shot, 2 Hole	$3.60
Snap Shot, 4 Hole	5.40
Blizzard, No. 12	4.20
Reddy, No. 30	3.60
Reddy, No. 40	3.60
Reddy Rat Traps, No. 2	9.00
Blizzard Rat Traps, No. 1	10.00

Gilbert & Bennett Mfg. Co., 44 Cliff Street, New York, issue the following revised discount sheet to apply to their catalogue 147, Eastern edition:

	Full Bls. per ct. disc't.	Cut Bls. per ct. disc't.
"G. & B." three-inch Galv. Netting, "Climax" Poultry Netting, "G. & B." Galv. Steel Wire Netting	75 and 10	
"Cottage" Lawn and Garden Fencing	70	60
3 bales, 70 and 5 per cent.		
"G. & B." Malleable Iron Pickets	65	
Sheep and Hog Fencing	33⅓	
"G. & B." Web Wire Fencing, st'k widths	45	35
odd "	40	30
On orders for 100 rods or more (one kind) odd widths, discount same as on stock widths.		
Gates, 3 or more		40
less than 3		35
Automatic Gates List Net.		
"G. & B." Poultry Yard Gates, 3 or more		40
less than 3		35
Crimped Wire and Iron Gates, 3 or more		40
less than 3		35
Fences, Crimped Wire and Iron		50
Wire Stretchers		40
Staples, 100-lb. kegs	$5.95	—
Post Hole Diggers		35
Carew's Wire Cutters		10
Combined Wire Cutters and Pliers		50
	Full R'ls. per ct. disc't.	**Cut R'ls. per ct. disc't.**
"G. & B." Galv. Twist Cloth	65	65
"G. & B." GALVANIZED WIRE CLOTH.		
Light Hardware Grade (cents per sq. ft.)	3c.	—
Other Grades	50	40
"Pearl" Hardware Wire Cloth	50	40
"Pearl" Long Mesh Wire Cloth	50	40
IRON AND STEEL WIRE CLOTH.		
Long Mesh	50	40
Light Hardware Grade	70	60
Hardware Grade	65	50
Riddle Grades	65	50
Foundry Grades	65	50
Machinery Grade	60	50
Mining Grade	60	50
Tinned Sieve Cloth, 18 mesh, per sq. ft.	4c.	5c.
Twilled Steel Spark Wire Cloth	60	50
Other kinds of Wire Cloth. (Write for special prices.)		
Crimped Steel Spark Wire Cloth	60	50
Coal Screen Wire Cloth	60	40
Brass Wire Cloth (regular grade)	60	40
50 foot rolls	50	
Brass Strainer Cloth (5 ft. rolls)	50	
Brass Strainer Cloth (36 in. wide)	50	40
Brass Wire Cloth (other grades)	60	40
50 foot rolls	50	
Copper Wire Cloth (regular grade)	50	30
50 foot rolls	40	
Copper Wire Cloth (other grades)	50	30
50 foot rolls	40	
Painted Wire Cloth (standard mesh)	—	—
per 100 square feet.	—	—
	—	—
Painted Wire Cloth (other meshes)	45	35
Figured Wire Cloth	50	40
Landscape Wire Cloth	60	40
Bronze Wire Cloth	65	60
5 rolls, 67½ per cent.		
"Pearl" Screen Cloth, regular, sq. ft.	3¼c.	3¾c.
5 rolls, 3c. 10 rolls, 2¾c.		
"Pearl" Screen Cloth, ex. heavy ft.	5c.	6c.
5 rolls, 4½c. 10 rolls, 4¼c.		
"Pearl" Screen Cloth, fine meshes	45	35
5 rolls, 50 per cent.		
"G. & B." Hardware Riddles		50
"G. & B." Oat Sieves		50
"G. & B." Extra Heavy Riddles	50 and 10	
"G. & B." Miners' Riddles		50
"G. & B." Fine Brass Riddles		50
"G. & B." Wood Rim Sieves		50
"G. & B." Hair Sieves		50
Druggists' Sieves		50
Muzzles, less than 6 dozen		40
6 dozen or more		45
		Less than 3 dozen. Net.
Gilbert's Rival Ash Sifter, Jap'd—No. 1		$5.00
Galv.—No. 1		6.50
Nos. 2 and 3		—
	Less than 3 dozen. Jap'd.	Galv.
"G. & B." Sq. Coal and Ash Sieves—Asst	$1.00	$1.10
2 lge	1.05	1.20
L'ge	1.15	1.30
"G. & B." Round Ash Sieves		60
		Less than 1 gross.
Metallic Ash Sieves—Jap'd		$2.25
Galv		3.00
Rival Sieves—Jap'd, $2.50; Galvanized, $3.00, net.		
		Discount per cent.
Ash Sieve Handles		50
Drendul Sand Screens—Large $7.50 list		50
Small 6.00 list		50
"G. & B." Spiral Sand Screens		50
Handy Screens		50
Challenge Coal Screens		40
"G. & B." White Mortar Screens		25
"G. & B." Coal Screens		50
"G. & B." Coal Screen Bottoms		50
Coal Shutes		40
Climax Coal Screens	33⅓ and 15	
Hens' Nests		40
Butcher Brushes		50
"G. & B." Bellows		40
"G. & B." Steel Wire Brooms		40
Steel Brushes		50
Clothes Lines		35
Wire Mats		55
Gas Jet Masks		50
Hair Wire		50
Spooled Wire, annealed steel		50
" " brass and copper		40
" " spring brass		40

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	Discount. per cent.
Retail Dealers' Assorted Spooled Wire	60
Sponge Racks	25
Window Shelves, less than 6	40
" " 6 or more	50
Office Baskets, full packages	60
" " broken packages	50
Waste Paper Baskets, full packages	60
" " " broken packages	50
Wire Letter Boxes	40
Mail or Envelope Boxes	40
Conductor Strainers, Reg. Galv	65
" " Ex. H'vy Galv	25
" " Copper	40
Barrel Covers, 6 or more	50
" " less than 6	40
Spark Guards, less than 12, 1 size and kind	30
" " 12 or more, 1 size and kind	45
Nursery Fenders, less than 6	50
" " 6 or more	55
Flower Pot Stands	50
Chairs and Settees, 3 or more	55
" " less than 3	50
Vine Trainers, 6 or more	50
" " less than 6	40
Vine Trellises	50
Hanging Baskets, 6 or more	50
" " less than 6	40
Wire Window Guards, 10 or more	60
" " " less than 10	50
Wrought Steel Window Guards	40
Wire Railings	50
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Wire Lathing.....(Write for special prices.)	

		Full pkgs.	Brok'n pkgs.
Bright and Annealed Wire,	Nos.	8—18.	
Annealed Wire,	"	19—26.	
Coppered Market Wire,	"	6—18.	Write for
Coppered Spring Wire,	"	6—18.	quotations.
Tinned Market Wire,	"	6—20.	
Galv'd Market Wire,	"	000—20.	

THE CLEVELAND TRADE.

As civilization advances there is an increased avertion to extremes. One extreme follows another as a protest against them. Without combinations, no such extreme prices as we have recently had could have been possible. If it is well to fail young, our lesson may prove valuable. The country could hardly be in better condition to meet a halt; there is nothing for a panic to feed on and recovery is likely to be rapid.

So sudden a shock to business has not occurred before in our generation; mills are being closed, thousands of men thrown out of work in the very face of a frenzy for strikes for increased wages. The second and third quarter of the year seems to promise serious disappointment. Emerson's statement that we ought to live as though to-morrow might be doomsday seems to have been a good rule.

Perhaps the lesson is worth the cost and may save us a greater calamity, as this experience should prevent future evil. The lesson for combinations is: that to serve the public is to serve themselves, and that the "gates" of Wall Street must not manipulate the finances of our industrial life.

Nothing can be more unfortunate than impaired confidence in the integrity of masters of industry, and the leaders of finance are not likely to permit dishonorable practices to go unrebuked. Morality in business is neither dead nor sleeping; there is no reason for despair; the country has already commenced recovery from the shock, and we can wait in confidence in our ability to meet any demands that are likely to be made.

The Presidential campaign will likely interfere with business, but this is a quadrennial disease and must be endured as the price of government by the people. The tendency to emphasize evil is temporary; the experience of long business life teaches that bad times are succeeded by good ones, and that persistence is essential to success. The good is sure to predominate; pessimism has no place in a business creed.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE BIRMINGHAM TRADE.

The action of the American Steel & Wire Co. in suddenly and violently reducing the price of wire and nails has been the most impressive event in the Hardware trade for many days, and it has produced the effect of checking trade in their own goods as well as other lines in this locality. The general impression is that this is fair warning that no goods will advance, with the greater probability of a further decline in other lines and hence the disposition to reduce stocks and buy as lightly as possible to meet present demands only. Other lines have shown some weakness, but not so radical as wire and nails. It is generally conceded that these items were out of proportion and too high, and would stand a heavier decline, even in order to get in proper line. If the trade report correctly, it seems that the management of the American Steel & Wire Co. did not foresee the heavy reduction which took place, since they were offering their product with the statement that the market was firm with the possibility of a further advance and in a very short period of time discovered the necessity of a radical reduction with but few, if any, precedents. It is well that such management should resign and give place to others, who it is hoped will profit by the lesson they have taught. This demonstrates that these large consolidations should be directed by wise business men who have some regard for the rights of others, for their action does not stop with themselves, but affects the trade and the products in all kindred lines. We had thought that since the business of the country was in practically a few hands, that we were the more safe from violent fluctuations that might destroy many, but it now appears that we were mistaken since some of the heads appear not to care so much for the rights of others. This action, we fear, will make it all the more important for the managers of these consolidations to act with prudence, lest they soon project a panic. We are glad to say that we are not looking for disastrous action, but prudent and conservative action, but we do see the possibility. We still have much of the vitality of the business of the last twelve months, and if we must descend to a lower level, we hope to do so gradually and not all at one leap. We regret to see the unrest among laborers throughout the country which is the product of prosperity, but which will do much, we fear, to hasten the return to conditions not so satisfactory. Much work is checked in our midst on account of the carpenters. Notwithstanding they were doing well, they want to force higher wages and shorter hours. Much of this kind of action cuts off the demand for material and produces stagnation in the markets and allows a surplus to accumulate and reduces the prices and hastens the return to conditions of '96 to '98.

MOORE & HANDLEY HARDWARE CO.

THE PITTSBURGH TRADE.

At present price of fence wire the farmers are taking hold, and as they held back so long, all want it at once. Factories are slow in shipping, so there could not have been such an overstock as stated. Retailers should have patience with their jobbing houses under the circumstances, for they are doing everything in their power to accommodate. General trade has been very good in Pittsburgh this month, the cold weather of April delayed some business which has been pushed into May, crowding the jobbers to their capacity. Recent hot weather has made a big demand for refrigerators, freezers, screen doors, etc.

Reports of large contracts for steel placed with our manufacturers recently, showed renewed confidence of buyers in present rates, and induced further buying, which has been held in abeyance. We look for a large business during the year, although temporary checks occur at times. Pittsburgh is forging ahead in her manufacturing interests, and streng-

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thening her position by replacing all old style plant with the most improved machinery. LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

Late information seems to indicate that members of the Shovel Combination have been able to purchase all the principal outside factories that have been disturbing the market of late. It will, therefore, make prices more uniform on this line of goods, and because of this improvement, customers are now buying freely of scoops and shovels for Fall use.

Indications also point to an early setlement of strike difficulties in Chicago. The morning papers state that journeymen plumbers have commenced work, and in case mechanics in general become employed, the demand for Builders' Hardware will become very strong.

There is a good demand for most all classes of Hardware from country trade, and while we are making some concessions in prices, where manufacturers have given us a chance to do so, values as a rule have not been altered to any great extent.

Screen doors, window screens and some sizes of wire cloth are hard to secure from the mills as fast as we can sell them. We look for a still stronger demand as soon as the weather becomes a trifle warmer.

Nails and barbed wire, as well as fence staples and annealed wire are in very active demand. We are now at very much of a loss to see clearly the position taken by Mr. Gates a month ago, from the fact that the American Steel & Wire Co. are so driven with business that they claim they cannot fill orders now in their hands that are three weeks old.

We have not experienced so active a demand for barbed wire in twelve months' time. WELLS & NELLEGAR CO.

THE COLUMBUS TRADE.

There have been but very few changes in the condition of the market or trade since our last report. We have had fine rains in this immediate vicinity, which were badly needed, but some sections in Ohio have not been so blessed. Trade is very active for seasonable goods and we are kept busy early and late trying to keep up with our orders. The demand for rubber hose has been very heavy, also for refrigerators and screen goods. Wire and nails are also in good demand. Judging by some of the stock sheets sent out to the trade by some jobbers, they must be badly scared, and it looks more like a case of buncomb than anything else, as some of the surplus stock they offer at 10 to 15 per cent. below what they could be replaced for, would not make a decent retail stock. Possibly they are going out of business.

It is strange how constant talk in one direction will bring about the very thing to be avoided. Every time a jobber sends a cut price on an article, it makes the buyer afraid, not only of that article, but every other article in his line, and no one will buy a dollar's worth more than he thinks he needs, even at a cut price. You can talk a man sick by continually telling him he looks bad. You can also talk business sick by continual price cutting. Both the well man and the good trade will suffer by such a course. Prices on most lines are not out of reason and no burden to the consumer, and it is to be hoped that dealers will get a little stiffening in their spinal column and sell goods for what they are worth. If prices become demoralized, wages will surely follow, and that is not a desirable thing for anyone. When the men who make Hardware and the mechanics who use it get good wages, they will not complain of what might be termed high prices. There is no doubt that a few articles are above what should be a legitimate price, and these will no doubt be adjusted by force of circumstances, but a general slump all along the line is neither desirable nor profitable. If it does happen, price cutters can take a large share of the credit. It is to be regretted that many must suffer for the folly of the few.

THE SMITH BROS. HARDWARE CO.

THE DAVENPORT TRADE.

The rush of trade on barb wire has completely demoralized the stocks in the hands of jobbers, and if any of them have a fair stock on hand they are in a position to demand and obtain a price far above the printed market quotations for prompt deliveries. The prolonged period of bad weather during the latter part of Winter and early Spring held back trade that fell on us like an avalanche when the warm weather appeared and country roads became passable. General Hardware is in good demand and collections are improving. SICKLES, PRESTON & NUTTING CO.

THE MINNEAPOLIS TRADE.

It is hardly necessary to say that we were surprised at the action taken by the American Steel & Wire Co. in reducing price on nails and wire. While possibly the price was too high, and at some time some action of this kind would have to be taken, from our point of view it hardly seemed necessary to do this in the midst of the season when the trade had a round stock of goods on hand and this action would affect ad-



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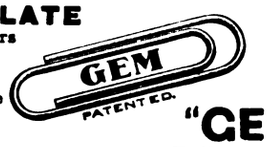
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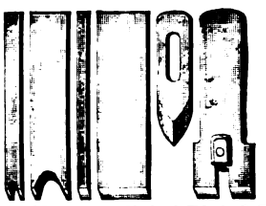
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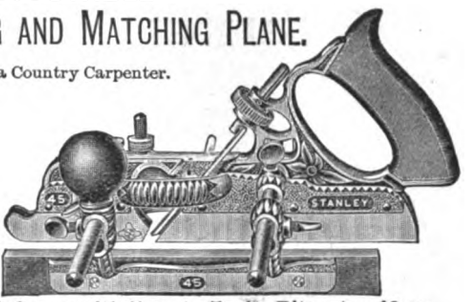
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versely nearly all other lines. It has already done a great deal to discourage business with us and has affected quotations made by our competitors on other lines of goods that are also high in comparison with prices that were prevailing 12 to 18 months ago. We refer particularly now to screws and bolts. There is still the same local difficulty about selling price of nails out of store. Some parties seem to feel that their nails are not worth quite as much as other dealers' nails are and in consequence they must quote from three to five or ten cents per keg below prevailing prices. We cannot see what possible object there is in this. We do not like to admit that our goods are not worth as much to us in our trade as our competitors' goods are, especially in staple lines where there can be no difference in the quality.

Trade generally is fairly good. We are comfortably settled in our new quarters, although it will take many weeks yet to get everything adjusted quite to our satisfaction. We have already felt the increase in the retail business, not yet quite to the extent that we anticipated, but are quite confident we will finally reach our anticipations.

Weather conditions have been quite favorable, rather warm in April, we believe the warmest April for 36 years. Cooler now and we need rain. Saw mills have started up with every prospect of an exceedingly good run. W. K. MORISON & Co.

THE ST. PAUL TRADE.

We are pleased to report that the Hardware market here is in a very satisfactory condition. The volume of business since the first of the year has been very large, and with few exceptions, prices have been well maintained. Compared with last year, there has been a large falling off in carload sales of wire and nails, but this has been, to a large extent, covered by sales of small lots. This is more satisfactory, both to the jobber and to the retailer, as it brings these lines nearer to a cash basis than when sold in carlots, as many dealers who buy in carlots are obliged to wait until they turn the goods before they can pay for the same.

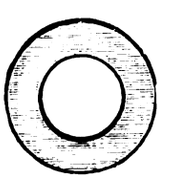
The weather conditions so far have been entirely satisfactory to the farmer, the ground having been in good condition to receive the seed, but some anxiety is now being felt as rain is beginning to be needed in some localites. This, however, is largely "borrowed trouble," as up to the present time no real damage has occurred.

As a rule, a spirit of confidence prevails among all classes as to the business outlook. Occasionally a timid man is met with who, remembering that this is Presidential election year, and knowing that in the past the uncertainties of the outcome of the election have caused more or less of an upheaval in business affairs, is disposed to recommend a conservative and careful course to be pursued, but the average man believes that there will be no change in the administration of the affairs and that another four years of prosperity are before us. C. W. HACKETT HARDWARE Co.

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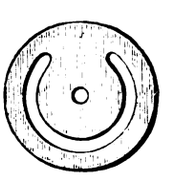
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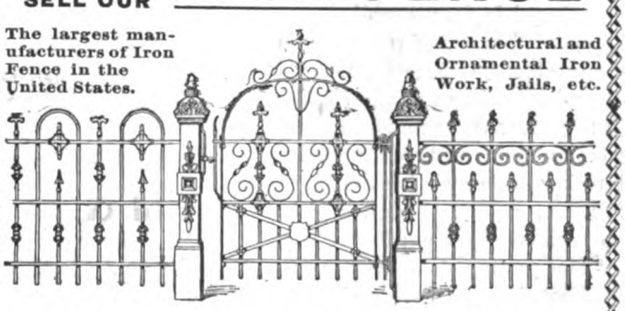
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THE SAN FRANCISCO TRADE.

A minority of the retailers visited report "trade very quiet; people out in the country summering," the majority said: "Trade is coming our way all right; May business with us is ahead of last year at this time." And the voice of the jobbers was as one in characterizing the present trade movement as "very good, indeed, particularly the interior and insular trade." Both of the latter two classifications were as a unit in speaking in glowing terms of the Cape Nome and Cape York trade.

Physically speaking, everybody in the trade is reported well, with one exception; Frank H. Ellis, President of the Palace Hardware Co., who has been a home patient several weeks, and a few days ago accepted his physician's advice and went with escort to Adams Springs, a health restorative spot of note in Northern California, where it is hoped and believed by his many friends that he will soon regain his lost health and strength.

The Hardware trade, both jobbing and retail, is pointing with pride to last month's report of the San Francisco Board of Trade, an exhibit showing 26 business firms in California, Oregon, Washington and Alaska in financial distress and only two of these representing the Hardware trade, and these two with a settlement record exceptionally satisfactory to creditors and void of all prejudice, as follows:

Gilger & Son, Santa Paula, Cal.; liabilities, $1458.27; cash settlement at 92 1-3 per cent., and E. P. Frost & Co., Inc., Paso Robles, Cal.; assets, $14,619.35; liabilities, $7187.07. Settlement on 100 per cent. basis, 10 per cent. cash and indorsed note for balance, payable in 10 monthly installments, commencing August 1, 1900. Note held for creditors by Miller, Sloss & Scott. TRADES PRESS ASSOCIATION.

New England Hardware Dealers' Association.

The regular monthly meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, at 5 p. m., on Wednesday, May 9. It was very largely attended, and even more than the usual interest was manifested in its proceedings. Following the dinner, which is regarded as one of the important features of the gathering, the president, George W. Burditt, received the reports of the several committees who had been considering the various subjects discussed at previous meetings. The records of the last meeting were read by Secretary Farless, after which D. Fletcher Barber, chairman of the pricing committee, made the following report, which was adopted after some discussion by the members present:

"The pricing committee of the New England Hardware Dealers' Association, in view of the fact that the Association includes members from so many different localities, beg leave to report that in their opinion it is inexpedient to submit any schedule of prices for action as an association."

Speaking for the committee of five appointed by the executive committee at the previous meeting to arrange some plan by which the differences between the manufacturers and the retail Hardware dealers could be adjusted, J. B. Hunter of the committee reported a resolution having reference to this object, which was unanimously adopted, and was ordered to be mailed to the manufacturers of builders' Hardware doing business in New England.

On motion of D. Fletcher Barber, the following resolution was unanimously adopted:

"Resolved, That the New England Hardware Dealers' Association express their disapproval of the action of the American Steel & Wire Co. in making such a radical deduction from the price of nails as they have, the result of such action being far reaching in its effect upon our and other kindred lines of business."

Secretary Farless upon request read the poem written by John L. Stoddard having reference to the fortieth anniversary of Burditt & Williams, Boston. This was received with every mark of approval by the members present.

H. G. Janvrin offered the following resolution, which was amended at the suggestion of E. A. Loomis, of Providence, to include the recognized dealers in builders' material as well as Hardware dealers:

"The New England Hardware Dealers' Association requests the manufacturers of cut nails not to make any quotations or sales to anyone except he be a recognized dealer in Hardware or builders' materials."

The resolution was unanimously adopted, and a copy was ordered to be mailed to each of the manufacturers in this line.

The proceedings of the meeting were agreeably interspersed with instrumental and vocal music, which was furnished at intervals during the evening by Messrs. Van Buskirk and Blackmer. Charles E. Adams, president of the State Board of Trade, made a brief address, having reference to the work of that board, which now includes forty-three commercial bodies. It was decided to hold the June meeting of the season at some resort near Boston, to which the ladies would also be invited to attend. It has been quite a feature with the association annually to have an outing of this description, and every effort will be made to make this one worthy of remembrance in every respect. President Burditt appointed as a Committee of Arrangements for the June meeting: G. J. Mulhall, J. H. Williams, A. M. Wiley, F. R. Washburn. At 8 o'clock the meeting adjourned.

The National Hardware Association.

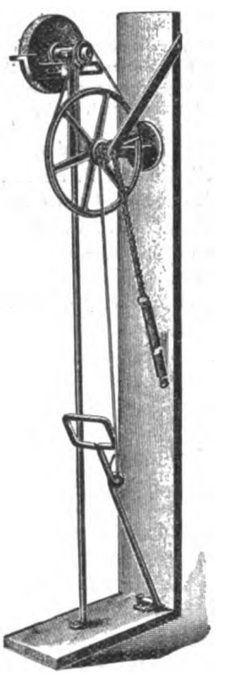
The Executive Committee of the National Hardware Association of the United States had a three days' session at the Galt House, Louisville, Ky., at the time our last issue was published, the object of which was to make necessary preparations for the annual convention, which will be held in Richmond, Va., beginning October 17. The principal work before the committee was to outline a programme to be followed by the convention, and also to hear reports from the trade in various parts of the country. Reports were received and read from Boston, New York, Chicago, St. Louis, Cincinnati, Louisville, Denver, Omaha, San Francisco and other of the principal cities, and they all gave evidence of the fact that the volume of business for the past year was better than the year previous. Various important movements in connection with the trade were discussed, especially the action of the American Steel & Wire Co. (known as the Wire Trust) and their arbitrarily shutting down so many of their factories, with the result it was felt it would have on general business. It was the opinion, however, of a majority of the committee that the factories were compelled to shut down because of an overproduction, and that no permanently injurious effect on the trade and market would ensue. The committee represented two hundred jobbing houses throughout the United States, controlling over $80,000,000 invested capital, and doing an annual business of upwards of $250,000,000.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Cecil, Ga.—I. P. Belote.

Dalton, Ga.—Evans & Rice.

Darlington, S. C.—W. J. Early.

Freedom, Pa.—John Howe.

Hallstead, N. Y.—William Solsten.

Hopewell, N. J.—Marion Voorhees has opened his new Hardware store on the corner of Broad and Mercer streets, opposite the Hopewell Hotel.

Hutchinson, Kans.—Brown & Babbitt.

Little Rock, Ark.—Articles of incorporation of the Lovell & Woodson Bros. Hardware Co. have been filed with the Secretary of State. The capital stock is $5,000, of which $3,500 is subscribed. The officers and incorporators are C. R. Lovell, president; W. H. Lamberson, vice-president; Ben M. Woodson, treasurer; John B. Woodson, secretary; C. R. Lovell, Ben M. Woodson, W. H. Lamberson, and J. K. Tunnah, directors.

Montrose, S. D.— F. I. Pixley & Co.

Noxen, Pa.—A. Kresge, Des Moines, Ia., C. T. Gadd, an employe of the J. A. Garver & Co. Hardware house, and Arthur Morrison, employed by Hubbell & Son, have formed a partnership for the purpose of engaging in the retail Hardware business, and it is understood have an option on the Garver stock.

Oakland, Fla.—W. M. Bourne.

Sandy Creek, N. Y.—Taylor & Ford.

Wabash, Ind.—E. G. Jones, Payne Block.

Wilkesbarre, Pa.—A Hardware store has been opened by the Anthracite File Co. in the old Helfrich building, corner of Hazle and South Main streets. George Murray, of Phelps & Straw, has charge.

Changes and Improvements.

Atlanta, Ga.—James T. Williams, one of the well-known Hardware men of Atlanta, has purchased an interest in the firm of the Anderson Hardware Co., and in future will be associated with that enterprise. Mr. Williams was for ten years connected with the Clark Hardware Co. In his connection with the Anderson Hardware Co. he will cover the same territory as with the former firm, which embraces the Central and the Georgia roads.

Bridgton, Me.—Fred C. Knight, the Hardware dealer, is grading the lot which he bought of John Roes. He is to build a storehouse for his own use.

Brownsville, Tenn.—Hertz & Hufertches, a Hardware firm which has been engaged in the business here for several years, is succeeded by a new firm, composed of C. C. Shaw, Arthur Smith, J. L. Shaw and D. D. Shaw.

Coshocton, O.—A warehouse is being put up in rear of the Ricketts Hardware store, for the storage of surplus stock.

Cripple Creek, Col.—A control of stock of the Moys Hardware Co. has been purchased by Gus Trolich, who has for a number of years been associated with the Morrell Hardware stores in the district.

Erie, Pa.—The new store front just placed in the Palace Hardware Store, on State Street, has a handsome frontage of 40 feet. The front is entirely made of iron with copper finish of the finest design. The platform for show windows is nine feet deep. The store entrance is in the center of the building and is about seven feet wide, with oak doors and plate glass, and fine Hardware trimmings to match the store. The curved glass, also the copper finishing, are after new designs.

Freeport, Ill.—L. I. Hackett has sold his Hardware business to the Lovell Hardware Co. of Janesville, Wis.

Jackson, Mich.—Barnard, Thurber & Fitzsimmons have opened their handsome new Hardware store in the building formerly occupied by J. B. Timberlake. The interior of the building has been completely remodeled and fitted up in the most attractive and modern style and it is filled with a complete new stock of goods.

Kensington, O.—B. C. George has moved his Hardware store into his new building.

Toledo, Ohio.—Ira A. Richardson & Son have leased the large four-story building, Nos. 408 and 410 Summit Street, for a term of years, to Birkmayr & Rodemich Bros., who will remove their retail Hardware store to their new quarters about July 1.

Uniontown, Wash.—L. F. Darr is reported to have succeeded the Uniontown Hardware & Furniture Co.

Valparaiso, Ind.—The Hardware firm of Starr Bros. has been dissolved, D. A. Starr retiring. The business will be continued by A. E. Starr, whose son Elmer will be associated with him under the firm name of A. E. Starr & Son.

Wabash, Ind.—Lawrence & Hipskind have succeeded Charles W. Davis in the Hardware business.

Wilmington, N. C.—Chas. A. Holland, who has been in the Hardware business at Maxton several years, has sold out his interest there and is now connected with the N. Jacobi Hardware Co., of this city.

Winnipeg, Man.—F. Babb and George Kirkland, both of J. H. Ashdown's retail department, have purchased the Hardware business of A. L. Ashdown, of Portage la Prairie, and will assume control in the near future.

Worcester, N. Y.—Charles Entapence is removing his stock of Hardware to the store in the Winigard block, lately vacated by Wilcox & Son.

Zanesville, O.—Hasting Bros. of this place, have purchased a Hardware store at Cedarville, Green County, Ohio.

Business Embarrassments.

Doylestown, Pa.—Cook & John, Hardware merchants of New York, have made an assignment to Charles S. Balderston, of Lahaska, for the benefit of creditors.

Montclair, N. J.—Fentzlaff & Zigler, Hardware dealers, have made an assignment to Scott German for the benefit of creditors. Liabilities $18,210.01; assets $23,254.32.

Syracuse, N. Y. —Bradford Kennedy, Harry L. Kennedy and James K. McGuire, who with George H. Kennedy compose the Hardware firm of Bradford Kennedy, Sons & McGuire, which failed over two years ago, have filed a petition in bankruptcy. In the schedule the total debts of the firm are given as $78,988.10, with no assets.

Burglaries in Hardware Stores.

Akron, O.—Louis Bickel, cutlery.

Bay City, Mich.—Miller Hardware Co., revolvers.

Boulder, Colo.—J. M. Taylor, cutlery.

Columbia, Pa.—Beittel's Hardware store, revolvers.

Fulton, Ky.—Shacklett, Thomas & Co., revolvers.

Fulton, Ky.—A. Huddleston & Co., cutlery.

Hillsboro, Tex. — Thompson - Lang Hardware Co., $150.

Petrolia, Ont.—E. & S. Pollard, $50.

Westlake, La.—Perkins & Miller, cutlery.

Wills Point, Tex.—R. F. Williams, cutlery.

Fires in Hardware Stores.

Athens, Mich. — Miller's Hardware store has been destroyed by fire.

Brownsville, Tenn.—T. B. King's Hard ware store has been destroyed by fire. Loss $3,000; insured.

Coatesville, Ind.—Stanley & Campbell's Hardware store has been destroyed by fire.

Edwardsville, Pa.—The Hardware store of Barney Cohen has been destroyed by fire.

Foxburg, Pa.—Dale's Hardware store has been destroyed by fire.

Gladwin, Mich.—Foster & Miller's Hardware store has been destroyed by fire.

Groveland, Mass.—Cobban Bros.' Hardware store has been damaged by fire. Loss $100.

North Baltimore, O.—The large Hardware store of Adams & Rogers has been destroyed by fire.

Ottawa, Ont.—McDougal & Cuzner's Hardware store has been destroyed by fire.

Ottawa, Ont.—The old church building, corner of Queen and Bridge Streets, occupied for years as a Hardware emporium by William Strachan, has been badly damaged by fire. The total loss will amount to about $7,000, which is fully covered by insurance.

Philadelphia, Pa.—The Hardware store of John Johnson, No. 6235 Woodland Avenue, has been destroyed by fire.

San Jose, Cal.—The Bogart Hardware store has been damaged by fire. Fully insured.

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IF you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

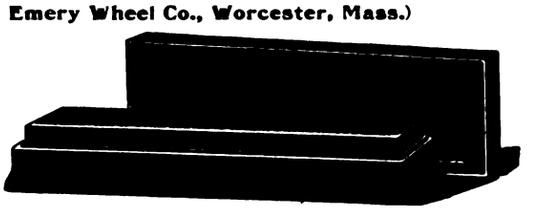
Coldwell Lawn Mower Co.,

NEWBURGH, N. Y.

INDIA OIL STONES

(Manufactured by the Norton Emery Wheel Co., Worcester, Mass.)





Stones even and clear grained throughout.
Remarkable Cutting qualities.
Great strength of material.
Adaptability to all required shapes.

EVERY STONE GUARANTEED.

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SOLE AGENTS,

NEW YORK OFFICE, 151 Chambers St — PIKE STATION, N. H., U. S. A.

WORLD'S HEADQUARTERS FOR

SCYTHE STONES, OILSTONES, RAZOR HONES,

AND SHARPENING STONES FOR ALL PURPOSES.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Economy Mfg. Co. has been incorporated. Capital stock $125,000, paid in $1,000; object to manufacture pneumatic tools. Incorporators: Jas. Arnold, Frank Eckhardt, and Albert Diehl.

Cortland, N. Y.—The Taughannock Emery Wheel Co., of Cortland, has been incorporated. Capital $30,000. Directors, W. G. Farrington, Jacksonville; G. H. Fowler, Taughannock Falls.

Clinton, Mass.—The Clinton Screen Co. has been organized by Eugene J. McCarthy and M. Arthur Murphy.

Greensburg, Pa.—A big stove manufacturing plant has been secured by the people of West Newton. Two hundred men will be engaged. A syndicate of Pittsburgh capitalists have purchased the grounds formerly occupied by the United States Radiator Co., and will at once begin the erection of an immense plant. The capital stock is $500,000.

Greenfield, Mass.—The Massachusetts Tool Co. is the name of the latest corporation to be organized in Greenfield. The three men at the head of the new concern are W. M. Pratt, who will be president; Charles D. Severance, who will be treasurer, and James C. Deane, of Colerain and Greenfield, who will be the third director. The company has a capital of $25,000, and is organized under Massachusetts laws. It will build at once a factory, 60x60 feet, part one and part two stories high, and a part with basement.

Huntsville, Ala.—The Southern Handle Mfg. Co. has been incorporated; to manufacture handles; capital, $60,000. Incorporators—W. A. Chipman, of New York City; M. R. Grace, of Huntsville, Ala.; T. S. Dutcher, G. W. Penwarden, K. B. Fullerton, all of Brooklyn.

Marion, Ind.—The Marion Machine & Tool Co. has been incorporated. Capital stock $25,000. Directors: L. C. Cole, Robert J. Main and John M. Main.

Milwaukee, Wis.—The Machine Tool Specialty Co. has been incorporated, with a capital of $2,500, by T. H. Hoyt, J. S. Helliwell and Franz Koszl.

Napanoch, N. Y.—A company to manufacture knives has been organized in this village. A lease has been taken of the Duval rake factory property, and it is expected to have it equipped and ready for business by Aug. 1. The new factory will be supplied with power from the Honk Falls electric plant.

Peoria, Ill.—The Bartholomew Co. has been incorporated; capital, $60,000; to manufacture coffee and peanut roasters, corn poppers, etc. Incorporators—J. B. Bartholomew, E. M. Voorhees and R. O. Stutsman.

Saco, Me.—The Quebec Mica Co. has been organized for the purpose of carrying on a general mining business, with $10,000 capital stock. The officers are: President, J. H. Means, of Saco; treasurer, P. C. Tapley, of Saco.

Saginaw, Mich.—The Michigan Wheelbarrow & Truck Co. has been organized and has invested $20,000 in building and equipping one of the best and most complete plants of its kind in the country. The men having the enterprise in charge seem to be thoroughly up to date and very expert in their business. They expect to be in full operation within five or six weeks, and will employ over fifty men at the beginning, with a probable increase to double that number inside of twelve months.

Shelby, O.—The Shelby Stove Co. has been incorporated to manufacture gas and gasoline stoves; capital, $50,000. Incorporators—W. H. Albach, J. Cureil, M. L. Love, J. M. Landis, G. W. Degarnon.

St. Louis, Mo.—The Standard Lead Co. has been incorporated; capital stock, $250,000. Incorporated by T. A. Johnson, Charles Dexter, D. P. Doak and others.

Worcester, Mass.—The Washburn Wire Co. has been formally incorporated with a capital stock of $1,000,000 preferred, and $500,000 common stock, under the laws of Maine. President Charles G. Washburn and General Manager John D. Curtis will retain their homes in Worcester. Charles E. Terry, for a long time associated with the Washburn & Moen Mfg. Co., will have charge of the selling department.

Changes and Improvements.

Boston, Mass.—The Chapman Valve Co., for many years located at 72 Kilby Street, has removed to 94 Pearl Street, corner of High, where it has greatly improved facilities for prosecuting its large and constantly increasing business in its specialties.

Covington, Ky.—Hildebrandt's Automatic Hinge Co. has increased its capital stock from $15,000 to $50,000.

Derby, Conn.—Negotiations have just been concluded for the removal of the emery manufacturing works of Frank W. Gilbert, at New York city, to Derby. Mr. Gilbert makes what is known as Turkish emery, importing the ore.

Lebanon, Pa.—The Lebanon Chain Works is building a large addition to its plant for foundry purposes. The present foundry is too small for use and the new building will be finished as soon as possible.

Lowell, Mass.—The Field Tool Co. is building a 50x120 addition to the west end of its building, and will put in several thousand dollars' worth of new machinery.

North Tonawanda, N. Y.—The business of the Niagara Radiator Co.'s plant, located on Tenth Avenue, near Oliver Street, has increased to such an extent during the last year that the company has found it necessary to enlarge its quarters and increase the capacity of its plant. Accordingly changes and additions have been started, and when finished will cost in the neighborhood of $30,000. The capacity of the plant will be increased fully one-half. The most important addition will be the building of an extension to the stockhouse, which will give it a floor space of 15,000 square feet. Another large building, to be used for a foundry, is also under way. The plant employs about 225 men, and when the additions are finished 150 more men will be put on. This will make a total of 375 employees.

Pittsburgh, Pa.—The American Axe & Tool Co. have purchased thirty-eight acres of river frontage at Glassport, near here, and will erect a $500,000 plant, the largest of its kind ever built. It is intended to centralize the plants of the combine at this point. The works will employ 1,000 men, and will be in operation before the end of the year.

Pittsburgh, Pa.—The Standard Chain Co., with headquarters in the First National Bank building, have acquired the business, plant and good will of the Falls City Chain Co., at Jeffersonville, Ind., across the Ohio River from Louisville. The plant is one of the largest in the country, has sixty forges and a daily capacity of more than a carload of iron and steel chains. In addition to the manufacture of chains the plant is well equipped for the manufacture of wagon Hardware, and has a large trade in single tree irons and other light forgings. The Standard Co. will begin operating the Falls City plant at once, and will probably take steps to enlarge the works during the Summer. The works are admirably located for caring for the chain and wagon Hardware business on the Ohio and Mississippi rivers, and the railroads make the plant site a good distributing point for the Southern trade.

Worcester, Mass.—The Washburn Wire Co. have bought the wire plant and bicycle factory of R. H. Wolff & Co., Ltd., of New York. The plant is situated at the foot of East One Hundred and Seventeenth and One Hundred and Eighteenth Streets, on the Harlem River. There are wharf facilities directly connected with the company's buildings. The wire factory will be a permanent part of the Washburn Co.'s business, but the bicycle business will probably be given up ultimately.

Recent Fires.

Elm Park, N. Y.—The Standard Varnish Works have been destroyed by fire. The loss will exceed $300,000.

Evans City, Ohio.—The Specialty Mfg. Co.'s plant has been destroyed by fire.

Fond du Lac, Wis.—The Fond du Lac Implement Works have been damaged by fire to the extent of about $8,000; covered by insurance.

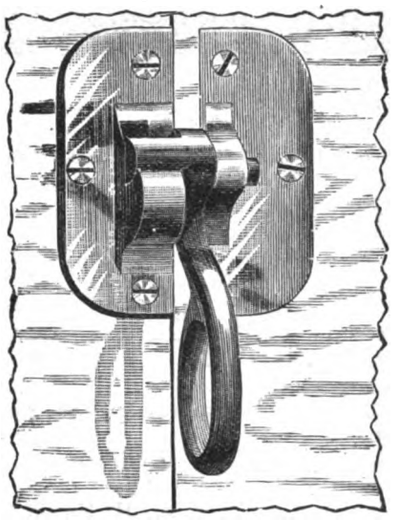
Southfield, Mass.—The whip manufactory of Hugh Barber has been destroyed by fire. Loss, $15,000.

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Refrigerator Fastener.

The only Practical Fastener in use



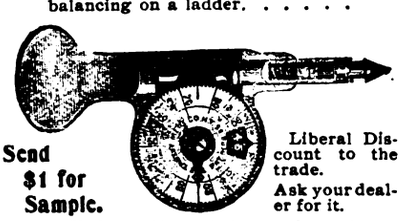
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Beware of Infringements. Paschall, Phila.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .

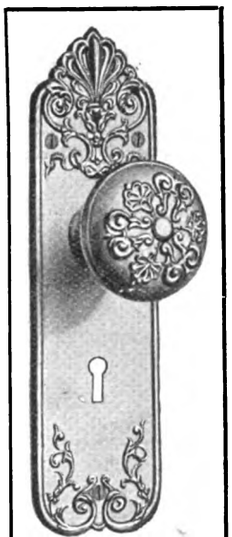


Send $1 for Sample.

Liberal Discount to the trade. Ask your dealer for it.

The Tabor Revolution Counter,

Elizabeth, N. J.



Verona Design. Sargent's Artistic Hardware.

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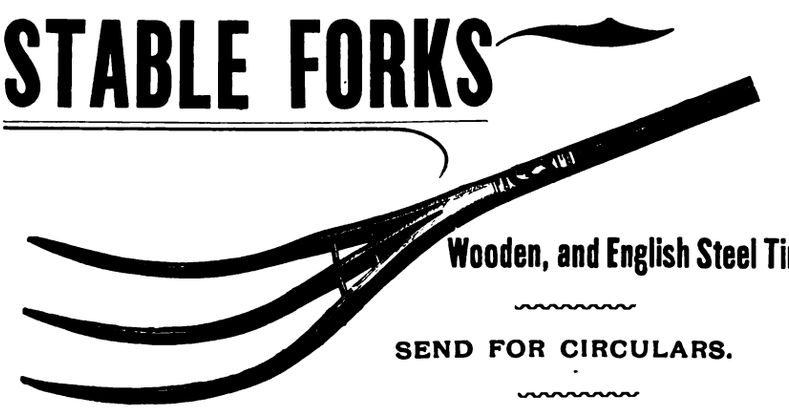
or Verona Design is a good design for Hardware dealers to carry in stock. It is specified by many architects and called for by many builders. While the price is low, the design is artistic, well made, and particularly adapted for use in dwellings of moderate cost. A sample order will be filled promptly.

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STABLE FORKS



Wooden, and English Steel Tine.

SEND FOR CIRCULARS.

WE MAKE FINE FORKS.

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PROFITABLE MEDIUM

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Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

Largest Manufacturers of Hardware Specialties in the World



Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Saws, Pruning Shears, etc., etc.

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THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description;

and dealers in **WIRE and COLD ROLLED STEEL.**

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Leslie, Mich.—Pendleton & Yerby.

Madison, Conn.—J. Hurd.

Madison, Minn.—E. B. Farnham.

Manchester, Ia.—Jas. R. Toogood.

Mars Hill, Me.—Will Lincoln, Houghton building, repairing.

Maquoketa, Ia.—W. R. Doran.

Melrose, Mass.—Jos. Wing, repairing.

Milbank, So. Dak.—Rahrskopk & Kemnitz.

Millville, N. J.—The Breeden bicycle shop is now open for the Summer.

Moline, Ill.—T. H. Paul.

New Hartford, N. Y.—Charles Rogers has opened a general repair shop at No. 22 Pearl Street, where he will give special attention to repairing bicycles.

Newmarket, Ont.—E. Turney, Hodge block, repairing.

New York, N. Y.—The M. Hartley Co. has been incorporated to manufacture and deal in firearms, ammunition, sporting goods; capital, $500,000. Directors—Marcellus Hartley and George W. Nebard, Brooklyn; George W. Jenkins, Morristown, N. J.

New York, N. Y.—The Century Pathfinder Co. has been incorporated to deal in rights of way, bicycle paths, merry-go-rounds, roller coasters, chutes, etc.; capital, $25,000. Directors—Cushing Stetson, Louis G. Hassall and H. A. Davis of New York City.

Nonantum, Mass.—(Miss) Della Lane.

Norfolk, Va.—The Motor Cycle Co. has been chartered. Capital, $750,000 to $15,000,000. The officers are Ansel L. White of New York, president; Frederick Stewart of New York, treasurer; Benjamin J. Downer of Montclair, N. J., secretary. These, with Ernest Hopkinson of East Orange, N. J., and Joseph Kling of New York, compose the board of directors.

Northfield, Vt.—E. P. Harwood, Stevens block.

North Long Branch, N. J.—Wm. M. Martin.

Oconomowoc, Wis.—A. E. Eastman.

Old Saybrook, Conn.—Harrison & Spencer.

Oregon, Wash.—J. Baumgartner.

Osawatomie, Kan.—J. F. Dickens.

Oxford, Mass.—John Javery.

Peabody, Mass.—The Maine Cycle Co. are re-opening.

Perry, Mich.—G. E. Blair.

Perry, O.—W. J. Skinner, repairing.

Pittsfield, Me.—Libby & Lancey.

Poultney, Vt.—Hooker Bros., Main Street.

Quincy, Mich.—Chas. H. Gee.

Rochester, N. H.—J. N. Snell.

Rochester, Pa.—S. Wallace and D. Evan, Jr.

Rockwell, Ill.—R. Dean.

Saint Ansgar, Ia.—Leslie and. Herbert McCulla.

Sandwich, Mass.—B. A. Cook, Donovan's block.

Sault Ste. Marie, Mich.—A. E. Runnels.

Silverton, Ore.—Jos. Baumgartner.

Schuylerville, N. Y.—F. G. Howland.

Slaterville, N. Y.—Schooley & Middaugh, repairing.

Somerset, N. Y.—Robert Spencer.

Southville, Mass.—Jos. Roberts.

Springfield, Mass.—J. M. Ohde, 662 Main Street.

Springport, Mich.—Allen Crawford & Son.

St. Louis, Mo.—The Meyers Bicycle & Sporting Goods Co. has been incorporated. Manufacturing bicycles, automobiles, etc. Capital, $5,000. Incorporators: Louise M. Meyers, J. C. Meyers, Susanna M. Schober, B. A. Braun, all of St. Louis; C. L. Mott of St. Louis.

St. Paris, O.—Kite & Gibbs.

Standish, Mich.—John A. Pawley.

Toledo, O.—H. D. Draper & Co.

Toledo, O.—Test & Wright.

Toronto, Ont.—The Wheeler Mfg. Co. has been incorporated to manufacture bicycle saddles, with $10,000 capital. Provisional directors—T. S. Wheeler, T. J. Beaubien, W. C. Rands, S. E. Hartwell, all of Detroit, Mich, and H. P. Davies of Toronto.

Troy, N. Y.—Harry N. Hawkes.

Utica, N. Y.—H. J. Moss has opened a bicycle store on Oneida Street, one door above the Oneida Square Bicycle Academy. He will do bicycle repairing and keep a full line of bicycle sundries.

Wales, Conn.—V. L. Arnold, repairing.

Warren, Mass.—Marland Bros.

Warren, O.—C. D. Rice.

Warehouse Point, Conn.—John Robertson.

Waterville, Minn.—Ed. Young.

Waynetown, Ind.—Walter Easley.

West Medford, Mass.—Waterman & Chamberlain, Playstead Road.

West Rutland, Vt.—Thos. A. Bliss, Sheldon Avenue.

Wheatland, S. D.—A. B. Goodsil.

Willimantic, Conn.—Louis L. Bradbury.

Wilson, N. Y.—Dwight, Wimperly & Co., Main Street.

Woodmont, Conn.—W. S. Clark, branch of his Milford store.

York City, Pa.—A. F. Snyder & Son.

York Corner, Me.—Frank P. Wonson.

Changes and Improvements.

Fort Dodge, Ia.—C. F. Alline succeeds Alline Bros.

Fulton, Mich.—O. G. Cook has sold out.

Glen Hazel, Pa.—Clawson & Fish succeed F. E. Clawson.

Grand Junction, Col.—H. C. Bucklin has sold out.

Grant Park, Ill.—Wm. Pecht succeeds Pecht & Fick.

Guss, Ia.—F. J. Rogers succeeds T. J. Wright.

Hatfield, Pa.—F. H. Reaser succeeds W. P. Keely.

Haverhill, Mass.—Seavey Bros., Emerson Street, are making improvements.

Jacksonville, Fla.—Watts & Miller succeed Arch Rawlins.

Jersey Shore, Pa.—J. M. Lewis is succeeded by J. M. Lewis & Son.

Lake Park, Ia.—J. J. Hoffert is succeeded by Triggs Hdw. Co.

Las Animas, Col.—L. Graham & Co. succeed E. Graham.

Lebanon, Pa.—Kalbach & Son are selling out.

Lima, O.—Atwater & Nichols succeed Atwater & Kimmel.

Littleton, N. H.—Chas. H. Morrill has retired.

Little Rock, Ark.—The J. H. Martins Arms Co., successors to the Dickinson Arms Co., have taken possession of the large storeroom at No. 110 Main Street.

Lockport, N. Y.—Warren R. Pearce succeeds R. Pearce, State street.

Norbourne, Mo.—Belt Bros. & Scheifferdecker succeed Belt Bros.

Northampton, Mass.—Tidd & Bridges have removed to No. 247 Main Street.

Oskaloosa, Ia.—Hawley & Co. have purchased the business of Chris. Malone.

Ottawa, Ont.—H. MacColl has removed to Bank and Queen Streets.

Pine Bluff, Ark.—Fergus & Wright succeed W. T. Fergus.

Los Angeles, Cal.—Woodward & Dum; Mr. Woodward has sold interest to Wm. Dum, who will continue at Nos. 152-154 W. Fifth Street.

Plainville, Wis.—F. B. Rawson has retired.

Salt Lake City, Utah.—The Wilkes Cycle Co. succeeds the Caine & Wilkes Cycle Co., Chas. S. Wilkes having bought out A. D. Caine.

Scandia, Kans.—Lervold & Hahan succeed B. M. Lervold.

Silver Springs, N. Y.—G. E. Piper succeeds Piper & Husted.

Springfield, Mass.—E. S. Powers has added a bicycle department.

Strasburg, Ill.—Storm & Barber succeed Storm Bros.

Tacoma, Wash.—F. P. Fentress is enlarging his store.

Tacoma, Wash.—Willard Smith has retired.

Tilton, N. H.—H. A. Lord succeeds Wild & Smith.

Toledo, O.—The Toledo Cycle Supply Co. (not inc.) have sold out.

Walker, Ia.—Wm. A. Archibald succeeds Archibald & Lamb.

Warren, Pa.—Chas. B. Hill has removed to the Savings Bank Building, on Water Street.

Watkins, N. Y.—E. H. & B. W. Spicer, dissolved, the former continuing business.

Westfield, Mass.—Walter S. Warren succeeds G. J. Loomis.

Winona, Minn.—C. C. Beck has sold out to C. A. Baenerlen.

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65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

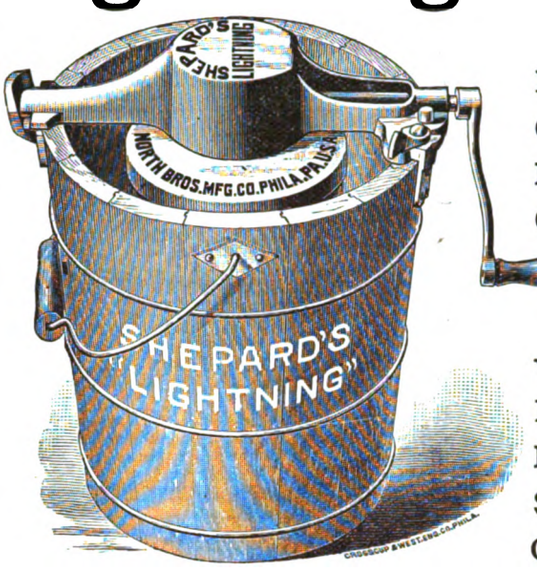
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Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

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EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR 1900 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St PHILADELPHIA, PA.

STARTLING BARGAINS IN TIRES AND SUNDRIES.



VICTOR TIRES, FIRST QUALITY, $3.75 ℔ pair.
NEW BRUNSWICK METEOR, FIRSTS, $3.75 ℔ pair.
NEW BRUNSWICK SECONDS, $2 75 ℔ pair.
NEW BRUNSWICK SECONDS, 30 in., $3 50 ℔ pair.
CHARTER OAK TIRES, made by Hartford Rubber Works, $2.50 ℔ pair.
DEWEY TIRES, made by Chase Rubber Co., $2 45 ℔ pair.
X STAR X TIRES, FIRST QUALITY, $2.25 ℔ pr.
PLUG HUBS while they last, $1.00 ℔ pair.
RIMS, THREE PIECE LAMINATED, the best made, 45c pair.
SPOKES AND NIPPLES A GREAT BARGAIN. 50c ℔ 100
CHAINS, "B" BLOCK, 50c. each
PATCHING CEMENT, HALF PINT CANS, 15c ℔ can.
GRIPS, REINFORCED AND PAPER LINED, 5c. ℔ pair.

Our New and Interesting Catalogue is sent FREE ON APPLICATION.
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BROADWAY BICYCLE & SUNDRY MFG. CO.,
Broadway and Lispenard St, New York, N.Y.

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,

35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.

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Iowa Farming Tool Co. — Cortland Door & Window Screen Co.
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SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.

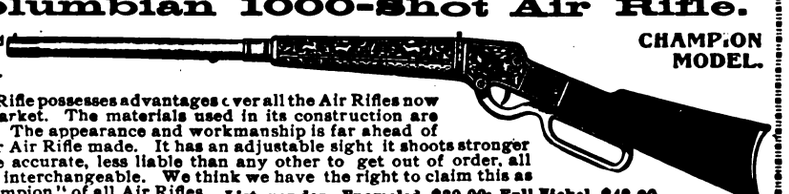
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279 PEARL ST., NEW YORK.

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

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WM. G. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

STEAM, HORSE and HAND POWER HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

SUPPOSE

Your "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

"HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :

AMERICAN RAILWAY SUPPLY & COMPANY.

BAGGAGE HOTEL & TIME CHECKS, METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.

24 PARK PLACE, NEW YORK.



Sizes ⅜ and ½ Inch

CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD, 105 Beekman St., NEW YORK.

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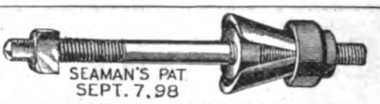


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ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

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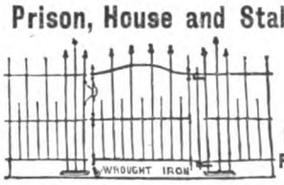
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New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
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Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, No. 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G, care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER —A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, No, 143 Chambers Street, New York. 53

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, No. 143 Chambers Street, New York. 52

TRAVELING SALESMAN for New York State, the East and Canada. To visit the Hardware and drug trade particularly. One having experience preferred. Address, W. N., care HARDWARE, No. 143 Chambers Street, New York. a

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, No. 143 Chambers Street, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, No. 143 Chambers Street, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here Address, HIGHEST CREDENTIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, No 143 Chambers Street, New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman wants position in any capacity. Address W., care HARDWARE, No 143 Chambers Street, New York. 13

EXPERIENCED HARDWAREMAN.—Situation wanted by a young man experienced in general retail Hardware and builders' supply business. Age 25. A1 references. Address W. C. B., care HARDWARE, No. 143 Chambers Street, New York. 64

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, No. 143 Chambers Street, New York. t

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Situations Wanted.

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, No. 143 Chambers Street, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, No. 143 Chambers Street, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, No. 143 Chambers Street, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, No 143 Chambers Street, New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P. H., care HARDWARE, No. 143 Chambers Street, New York. 68

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO, Cleveland, Ohio. 10

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMAN—Wanted first-class traveling salesmen to sell as a side line the Cycloid all metal, full nickeled, air rifle. Sell at sight to Hardware and sporting goods trade. Address CYCLOID CYCLE CO., Grand Rapids, Mich. 65

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Location Wanted

FOR A NEW HARDWARE STORE (iron and farm tools not objectionable) in the middle West or South. Prefer a manufacturing city of 25,000 or more that has bright prospects ahead. Any information from a jobber, manufacturer or salesman will be properly appreciated. Have a good stock and fixtures ready to move if right location is found. Would buy a store with a small stock if necessary, but prefer to use our own if equally advantageous. Address N. E. N., care HARDWARE, No 275 Broadway, New York. 74

Agencies Wanted.

HARDWARE MANUFACTURERS desirous of being represented east of Ohio by hustling agents, already established, could find the proper parties by addressing HOLMAN SUPPLY CO., 158 Pearl Street, Buffalo, N. Y. 71

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained at a nominal price if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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WRITE FOR QUOTATIONS



ESCUTCHEONS AND PUSH PLATES.

BRASS GOODS MANFG. CO.

102 Third St., BROOKLYN, N. Y.

—MANUFACTURERS OF—

METAL GOODS IN BRASS, BRONZE, AND TIN.

LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS,

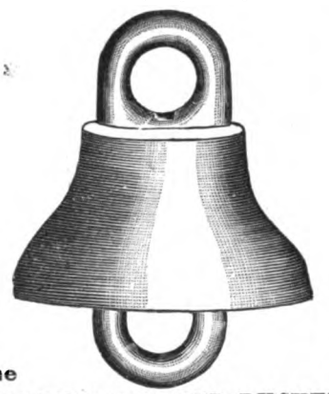
SPECIAL GOODS MADE TO ORDER. THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING.

Mention "Hardware."

A MONEYMAKER

For all Pump and Hardware dealers, especially Jobbers.



The TORRENT RUBBER BUCKET.

POINTS OF SUPERIORITY:

SHORT LINK.
ENTERS TUBING SQUARELY.
WILL NOT CUT RUBBER.
GREAT FLEXIBILITY.
BEST MATERIAL FOR THE PURPOSE.
THE ONLY TRUE EXPANSION.
WILL ALWAYS HOLD ITS SHAPE.

Write for prices and particulars and illustrated catalogue.

TORRENT PUMP CO., CLEVELAND, O., U. S. A.



IMPROVED

YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

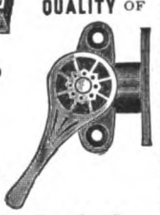
MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



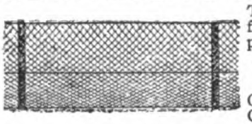
Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.

THE BEST FENCE.



The best fence for farm and poultry purposes . . Also **Gates and Lawn Fencing.** Get our prices and Catalogue. . . .

DETROIT FENCE CO.,

Box A, 18 Atwater St E., DETROIT, MICH.

PROGRESSIVE AND ENTERPRISING.

Holmes & Edwards Silver Co., Bridgeport, Conn. [*Silverware*]: We recognize in HARDWARE a magazine progressive and enterprising.



CARY'S PATENT

HINGE AND HASP

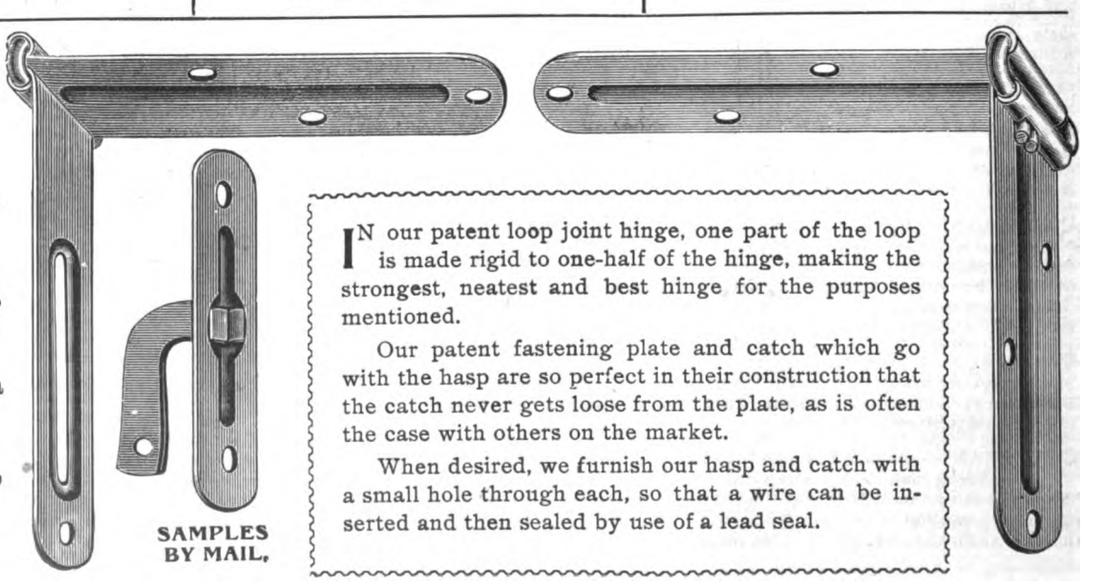
Designed Especially for

Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.

CARY MFG. CO.,

19-21 Roosevelt St.,

NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters " , Railroad " } 50%

Ammunition—

CAPS, PERCUSSION—$ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy.50c
Musket, Waterproof, 1-10's.....60c
G. D 85c

CARTRIDGES—

Rim Fire Cartridges.....50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle....35&5%
Cent. Fire, Military and Sporting 15&5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bul'ts.....15&5%
B. B. Caps, Round Ball.....35&10%
B.B. Caps, Con. Ball, Swgd.....net

PRIMERS—

Berdan Primers, ...5%
B. L. Caps (for Sturtevant Shells) 5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Brass Shot Shells, 1st quality.....60%
Brass Shot Shells, Club, Rival and Climax.. .....65%

SHELLS, LOADED—

"New Club," Black Powder... 40&5%
"New Rival," Black Powder... 40&5%
"Smokeless" Nitro Powder.... 40&10&10&5%
"Acme," Dense Nitro Powder.. 40&10&10&5%
Trap," Nitro Powder...40&10& 10&5%

GUN WADS—$ 1000—

B.E., 11 up.80c..B.E., 9&10...70c
B.E., 8.....80c..B.E., 7.....80c..
P.E., 11 up.1.00..P.E., 9&10..$1.25
P.E., 8....1.50..P.E., 7.....1.50 } 20%

SHOT—

Tatham Bros., List Feb. 5, 1900.
Drop Shot, sizes smaller than B, 25-lb bags $ bag.....$1.50
Drop Shot, sizes smaller than B, 5-lb bags, $ bag.....$ .35
Drop Shot, B and larger sizes, 25-lb bags, $ bag.....$1.75
Drop Shot, B and larger sizes, 5-lb bags, $ bag.....$ .40
Buck Shot, 25-lb bags, $ bag...$1.75
Buck Shot, 5-lb bags, $ bag....$ .40
Chilled Shot, 25-lb bags, $ bag.$1.75
Chilled Shot, 5-lb bags $ bag..$ .40
Dust Shot, 25-lb bags, $ bag....$2.10
Dust Shot, 5-lb bags, $ bag.....$ .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb each..... .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb each..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb each..... .25
F, FF, FFF, in canisters of ½ lb each..... .15
F, FF, FFF, in canisters of ¼ lb each..... .13

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb each..... 3.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb each..... 1.75
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb each..... 2.25
Orange Special, Nos. 1 and 2, in kegs of 25 lb each..... 5.00
Nos. 1, and 2, in ½ kegs of 12½ lb each..... 2.75
Nos. 1 and 2, in ¼ kegs, of 6¼ lb each..... 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb each..... 4.00
F, FF, FFF, in ½ kegs of 12½ each..... 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb each..... 1.25
Meal Powder, In kegs of 25 lb each..... 4 00
[For 1000 lb lots 10% discount.]
Shipping Powder, OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb each..... 2.25
Blasting and Mining "A," OO, O, F, FF, FFF, FFFF, FFFFF, FFFFFF, in keg of 25 lb each.....
Blasting and Mining, "B," OO, O, F, FF, FFF, FFFF, in kegs of 25 lb each.....
Fourth of July Powder, In kegs of 25 lb each.....
Laflin & Rand Smokeless, 10-Can Drums..... 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb each...$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb each..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb each..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb each..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb each..... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb each..... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb each..... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25 lb.....$3.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12½ lb..... 1.65
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" FG, in Kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in Kegs, 12½ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in Kegs, 6¼ lb..... 1.25
"V. G. P." for Trap Shooting, in Kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting, in Kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in Kegs, 6¼..... 1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12½ lb..... 2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6¼ lb..... 1.50
Mealed Powder, in Kegs, 25 lb. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), O, F, FF, FFF, FFFF, in Kegs, 25 lb..... 2.25
Mining and Blasting Powder, (B), O, F, FF, FFF, FFFF, in Kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25 lb Black Powder.....$22.00
Half Kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter Kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder..... 1.00
Discounts on application.

Animal Pokes—

R. W. Montross,
Camp's Success.....$ doz. $3.50
Gallen Safety.....$ doz. $3.75
Hartman's Pivot.....$ doz. $4.75
Iowa Farming Tool Co.:
Hawkeye.....$ doz. $3.25
Western.....$ doz. $3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's.....50&10%
Gem.....6%
Steel Drive.....40%
Kohler's:
Invisible, No. 8.....$ gro. $6.50
Perfect, No. 2.....$ gro. $7.00
Bolt Holder, No. 1.....$ gro. $9.00

Anvils—

American "Horse-Shoe".....9¾c
Armitage's Mouse Hole.....9¾c
Eagle Anvils, $ lb 9c.....15@15&5%
Hay-Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton.....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill) $18.00..15%

Augers and Bits—

Boring Machine....60&10@60&10&5%
Com. Auger Bits...60&10@60&10&5%
Cook's:
Augers.....50@50&10%
Augers, Millwrights.....45%
Auger Bits.....50@50&10&5%
Car Bits.....45%
Forstner Pat. Bits.....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80.45%
Nobles Double Spur, No. 33.....60%
No. 10 Extension Lip.....33⅓%
No. 10 Extension Lip Car Bit 33⅓%
Machine Car Bits, No. 10...33⅓&5%
Machine Car Bits No. 30.....40%
Ring Augers.....60&10&10%
Jennings' Pattern.....60%
Job T. Pugh's, Black.....20%
Job T. Pugh's, Jennings Pat.....35
Snell's Ship Auger Pattern Car Bits.....25&10%
Swan's:
Jenning's Pattern Auger Bits..60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine ...25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames .....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass'.....25&10%
Ives.....25&10%
Millers Falls, Goodell.....15&7½%
Swan's.....20%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.00.....50&10@60%
Clarks' Large, $26.00.....50&10@60%
Ives' Model, $ doz. $60....50@50&10%
Swan's.....60%

DOUBLE CUT GIMLET BITS—

Common.....40&10@50%
Mayhew's Diamond $ doz. $1.25..40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds'.....60&10%
Mayhew's.....40&10%
Snell's:.....50%
Snell's Bell Hangers.....60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.60& 10&5%
for metal. 60&10&5%
Cleveland Wood Bits for Brace 50&10%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood.....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland.....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process.....60&10%
Standard .....60&10%
Standard Oil Tube Drills.....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling...10%

SHIP AUGERS AND BITS—

L'Hommedieu's.....15@15&10%
Snell's.....30&10%
Watrous'.....33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
H'ld Scratch.....40&10%
Pat. Peg 50%
Sewing, Com.....85c@$1.00
Should. Peg.....50%
Shouldered Brad.....50
Socket Scraton $ doz.....$1.1
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Seats—

Aiken's Awls and Tools:
No. 10 $ doz. $7.50; No. 20, $ doz. $10.....60%
Brad Sets:
No. 42, $10.50; 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders. Nos. 1, $12; 2, $12; 4, $12; 5, $18.. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10, $3.50; 45, $4.50; 65, $6.00; 75, $9.00; 175 $10.00 $ dozen net.
Stanley's Excelsior, No. 1, $7.50 No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands..$6.50@7.00
First quality, other " $6.00@6.50 Beveled add 25c $ doz.

HATCHETS—

Hunt's, Underhill's or Blood's... 40&10%
Peck's:
Champion Blade.....45%
Empire Brand.....50&10%
Fayette R. Plumb:
Broad, New List.....33⅓&3⅓%
Lathing.....33⅓&5%
Shingling.....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co.....40&5%
D. Simmons & Co.:
Broad.....
Shingling and Claw.....
Lath, Hunters' etc .....} 50&5
M. C. Ogden's:
Broad.....40%
Shingling, Claw, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting."
1-lb box..... .15
2-lb box..... .25
10-lb pail.....$1.20
25-lb keg.....$2.75
50-lb keg.....$5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.....40%
Large Dial, Class D.....30%

Balances, Sash.
Pullman's.....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

Naticual.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass.....60&10%
Light Brass.....65&10%
Eastlake.....60&10%
Pure Bell Metal.....55%
Globe (Cone's Patent).....35%
Silver Chime.....35%
White Metal.....65&5%

DOOR—

Trip, Gem.....40%
Alarm, Abbe's.....40%
Alarm, Yankee.....50%
Gong, Abbe's.....40%
Gong, Yankee.....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure.....45@50%

COW—

Com'n Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's list.....70%

Bellows—

Blacksmith's.....60@10&5%
Hand.....25&10%
Moulders.....25&10%

Belting, Rubber—

Boston Belting Co.;
"Boston".....50%
"Imperial," seamless, stitched 40%

Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade.....60&10%
War. 2 XL.....60%

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....50&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, $3; No. 3, $3.00 ₱ doz.....25%
Millers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....11¼c
Standard, 500 ft. to ℔.....11¾c
Manila, 600 ft. to ℔.....14¼c
Pure Manila, 650 ft. to ℔.....15¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $60.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3.....33⅓%
Excelsior..₱ doz. $10.00....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forhans Improved Star Tenon ₱ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ₱ gr. $15.00
Merriman's Iron Lever ₱ gr...$9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburn's Plate ₱ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel.60&10@70%
Eddy's.....60&10%
Harts' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c.50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&5%
Wrought Square.....60%
Wrought Shutter, Standard list.. 40&10%
Wr't Sunk Flush, Sargent's list. 50@50&10%
Wr't Sunk Flush, Stanley's list 50&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Dec. 28, 99, 57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96...73½%
Norway, Phila., list Feb. 26, '96.70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%
STOVE AND PLOW—
Plow.....50&10%
R. B. & W., Plow.....50%
Stove, List Dec. 28, '99.....60%
MISCELLANEOUS—
Sink.....62½%

Bone Mills—

Enterprise.....25@30%
Stearns.....40%

Borers, Bung—

Enterprise.....25@30%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives'.....25&10%

Boring Machines—

Without Augers.	Upright.	Angular.
Douglass'	$3.75	$3.38
Jennings'	3.00	3.75
Millers Falls		$7.50 15%
Snell's, Rice's Pat.	2.60	2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barber's.....50&10@60&10%
Barber's Ratchet.....60@60&10%
Common Ball American..60@60&10%
Ives':
Barbers'.....60&5%
Barber Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114¼.....60&10%
No. 208½@214¼.....60%
Lancaster Mach. & Knife Works.40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Moore's.....70&5%
Shelf, Bradley's Patent..75&10@80%
Shelf, Plain, Regular list....66⅔@70%
Shelf, Fancy, Sargent's list.40&10@ 50&5%
Window Screen Corner.....60&10%
Reading, plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60&60&10%

Bright Wire Goods—

Standard, New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works 33⅓@40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint...40&10@50%
Wrought Brass, List Sept. '96.25&10%

CAST IRON—
Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns, 70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Nar'w.....60@60&10%

WROUGHT STEEL—
List, April 1, 1895.
Bronsed Inside Blind Butts..50@ 50&10%
Bronsed, Narrow.....50@50&10%
Fast Joint, Narrow
Fast Joint, Light Narrrow
Fast Joint, Broad
Loose Joint
Loose Pin
Table Butts, Back Flaps, etc.
} 60%@70%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....65%

Can Openers—

American.....₱ gross $1.75@$3.00
Goodell's Acme.....₱ gr. $6.00
No. 5, Iron Handle, ₱ gr....$2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel, ₱ doz. $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz. $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," $6.00 ₱ Doz.....80%
Bullard's.....33⅓%
Cast Iron Steel Points, ₱ doz.....30c
Socket.....₱ doz. $1.75@2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.	Cyco-Bearing	₱ doz. $37.00
Crystal	Cyco-Bearing	₱ doz. $36.00
Gold Medal	Cyco-Bearing	₱ doz. $24.00
Grand	Cyco-Bearing	₱ doz. $36.00
Grand Rapids.	Cyco-Bearing	₱ doz. $22.00
Hall	Cyco-Bearing	₱ doz. $60.00
Prize	Cyco-Bearing	₱ doz. $24.00
Premier	Cyco-Bearing	₱ doz. $24.00
Superior	Cyco-Bearing	₱ doz. $24.00
Welcome	Cyco-Bearing	₱ doz. $24.00
Club		₱ doz. $54.00
Crown Jewel, japan finish, ₱ doz		$19.00
Crown Jewel, nickel, ₱ doz.		$31.00
Furniture Protector, Japan		₱ doz. $22.00
Furniture Protector, Nickel		₱ doz. $34.00
"Standard A," Jap		₱ doz. $30.00
"Standard A," Nick		₱ doz. $32.00

Lots of 5 dozen $1.00 per doz. less.

TOY LINE—

Baby	₱ doz. $2.60
Child's	₱ doz. $2.50
Little Daisy	₱ doz. $1.50
Little Jewel	₱ doz. $2.00
Little Queen	₱ doz. $2.50
Misses	₱ doz. $3.00

Quantity rebates on application.

Perfect, Nick	₱ doz. $20.00
Perfect, Jap	₱ doz. $18.00
Champion, Nick	₱ doz. $17.00
Champion, Jap	₱ doz. $15.00

"PRICE BEARING SWEEPERS"—

"Improved Victor," ₱ doz. net	$18.00
"Criterion," ₱ doz. net	$16.00
"Popular," ₱ doz. net	$14.00
"Sovereign," Nic. ₱ doz. net	$20.00

Goshen Sweeper Co:	New Prices Per Doz.
Goshen's Junior	$ 9.00
Eureka	$12.50
Champion	$17.00
Our Leader	$18.00
Unrivalled, Broom-Action, Jap	$18.00
Unrivalled, Broom-Action, Nic	$20.00
Star, Broom-Action, Jap	$19.00
Banner, Broom Action, Jap	$20.00
Banner, Broom-Action, Nic	$22.00
Reliable, Broom-Action, Jap	$ 0.00
Reliable, Broom-Action, Nic	$22.00
Rapid, Broom-Action, Jap	$20.00
Rapid, Broom-Action, Nic	$22.00
Select, Broom-Action, Jap	$20.00
Select, Broom-Action, Nic	$22.00
Easy, Cam-Action, Jap	$20.00
Easy, Cam-Action, Nic	$22.00
Common Sense, Cam-Action, Nic	$24.00
Our Best, Cam-Action, Nic	$24.00
Majestic, Cam-Action, Nic	$24.00
Imperial, Broom-Action, Nic	$24.00
Grand Republic, Broom-Action, Nic	$38.00
Mammoth, Broom-Action, Nic	$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s...70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter...50&5%
American Halter Chain...50@50&5%
American Proof Coil, in 1000-℔ lots,

3-16	¼	5-16	⅜	7-16	½	⅝	¾
$8.75	6.85	5.85	5.00	4.85	4.75	4.50	4.40

Less than cask lots add ½@½c ₱ ℔
Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chain....35%
Covert Mfg. Co. Halter Chain.....35%
Covert Mfg. Co. Heel Chain.....35%
Covert Mfg. Co. Rein Chain.....35%
Covert Mfg. Co. Stallion Chain..35%
Galvanized Pump Chain..5½@6c
German Coil, list July 24, '97...60@ 60&10%
German Halter Chain, list July 24, '97.....60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—

American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Jute.....35%
Hemp.....45%
Sisal.....30%
Cotton.....45%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70&10%
C. E. Jennings & Co. No 70.....25%
Jennings & Griffin Mfg. Co....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....30&10%
Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5 to $
Tanged Firmers'.....40@40&10%

COLD CHISELS—
Good quality, ₱ ℔.....15c@20c
Snell's Best C. S.....50%

Chucks—

Beach Pat....each $8.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each $7.00...25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, $8.50; No. 2, $12.50. 25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....15%

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Adjustable, Stearns'.....8%
Malleable, Stearns.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenters', Cincinnati.....35&10%
Carriage Makers', Sargent's..50@50&10%
Carriage Makers' Stearns...50@50&10%
Carriage Makers' P. S. & W. Co..40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....₩ doz. $3.25
Star Shank.....₩ doz. $4.00
Star Socket.....₩ doz. $4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago....Each $8.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....₩ doz. $7.50 net
Monitor.....₩ doz. $8.00 net
Stewart Pat.....₩ doz $9.00 net
Brown & Sharpes.....
Martin's.....

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....35@30%
Logan & Strobridge Co...net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddel's New Box Mills.....10%
Ideal Brand, New List....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copelands Extension.....40%
Stevens's "Ideal".....35&10%
Stevens's "Leader".....35&10%
Starrett's Fay's Patent Spring Calipers and Div...35&10%
Wright's.....33⅓&5

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓&5
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%
Shaves Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓&5
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.40&10%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Cut-Easy, ₩ doz. $3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....20%
Dixon's
Eclipse.....₩ gro. $3.75
Emerald.....₩ gro. 5.00
Oriole.....₩ gro. 5.00
Rainbow.....₩ gro. 2.81
Solid.....₩ gro. 7.50

Curry Combs—
Fiton's. List Nov. 20, '96.....35&10%
Kohler's.....40%
New York Stamping Co. List, Sept. 17, '97.....40
Perfect.....40
Rubber, ₩ doz. $7.50.....20&10
Southington Cutlery Co.'s...35&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment)...40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List. 50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, $9 50&10%
Thaxter Electric Lock, list....$35.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₩ doz. $5.50. 45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in, ₩ gro.....$15.00
Torrey's Rod, 43 in., ₩ gro....$42 00
Victor, Coil.....60&10%

Drawer Pulls—
Sargent's List.....80%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10@75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Miz.....70&10@75%
Ohio Tool Co.....70&10@75%
P. S. & W.....70&10@75%
Witherby.....70&10@75%
Watrous.....30&10%
L. & I. J. White.....20&5@35%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manners.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....2 @30%
Breast, Millers Falls, each $3.00 15&10%
Clamp.....20%
Ratchet, Billings' Dble. Acting.33⅓&5
Ratchet, Ingersoll's.....50%
Ratchet, Merrill's.....20@30&5%
Ratchet, Moore's Triple Act.35@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....60%
Ratchet, Weston's.....20@35%
Stearns' Bench.....50%
Upright, B. & P.....50%
Hand, Goodell's.....33⅓&10%
Whitney's Hand Drill, No. 1, $10.00:
Adjustable No. 10, $12.00.....33⅓&5
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....20%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., $3.00
Planet Mfg. Co., No. 2, per doz., $4.00
Planet Mfg. Co., No. 3, per doz., $5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., $35.00

Egg Beaters—
Dover Stamping Co:
New Dover, ₩ doz. 75 cts. gro. $7.50
Extra Family Size....₩ doz. $3.00
Keystone.....33⅓&5
Spiral.....₩ gro. $4.25@$4.50
Standard Co.:
Dover, No. 5.....₩ gro. $5.50
Dover, No. 10.....₩ gro. $7.00
Dover, Steel Handle No. 10, ₩ gro.....$7.00
Dover, Extra Heavy, No. 15, ₩ gro.....$12.00
Rival.....₩ gro... $9.00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 46, ₩ ℔.....10c } 20%
No. 54 to 150, ₩ ℔.....10c }
Flour, ₩ ℔.....8c }

Enameline—
No. 4, ₩ gro.....$4.50
No. 6, ₩ gro.....$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers Knives—
"Challenge".....₩ doz. $3.00
Popes.....₩ doz. $3.00
Wilkinson's.....₩ doz. $3.00 net
Woestenholm's, ₩ doz. $3.25.....10%

Faucets—
Brass Globe Cocks.....60@60&10%
Brass Racking.....60@70&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@ 0&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum..70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key.50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.....50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock.. 40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.....40%
John Sommer's "No Brand," Cedar.....50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40&40&5%
National Specialty Mfg. Co....33⅓&5

Files—
DOMESTIC—
New List, November 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files...30@35&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓&5

Fish Hooks—
Amer. Fish Hook Co. list.60@60&10%
Kirby & Limerick, low list (50c base).....10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....35&10%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks..40&5%
Four Tine Hay Forks, Standard Size.....66⅔%
Four Tine Hay Header and Baler Forks.....60&30%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks 70%
Grain or Barley Forks,..70&10&2½%
Heavy Mill, Manure or Street Forks.....75%
Oyster Forks.....40&5%
Potato Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4 &5%
Sluice Forks.....40&5%
Socket Four Tine Hay Forks 66⅔&5%
Socket Four Tine Manure Forks.70%
Socket Four Tine Spading Forks, 70&5 5&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Tine Hay Forks, Standard Size.....66⅔%
Three Tine Hay Header and Baler Forks.....67½&2½%
Two Tine Hay Forks, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....35@30%

Fry Pans—
Acme Fry Pans.....70@70&5%
Burnished, regular goods.75@75&10%
Standard List.....70&10@75%

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft.. $4.50.....25%
Common Cotton Fuse, ₩ 1000 ft. $4.75.....25%
Single Taped Fuse ₩ 1000 ft. $8.00 25%
Double Taped Fuse...₩ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓&5
Clapboard.....35&10%
Marking, Mortise, &c.....55&10@ 55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....30&10%
Starrett's Surface, Center and Scratch.....35&10%
Copeland Champion Bit ₩ doz $3.00 net
Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list....10&10%
Wire, Wheeler, Madden & Co....10%

Gimlets—
"Diamond" Gimlets ₩ gr. $4.00@4.25
Double Cut.....40&10@50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....₩ doz. $2.00
Edgar's Nutmeg..₩ gro. $10.50..10%
Enterprise.....35@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₩ doz. $6.50

Halters—
Covert Mfg. Co.;
Web Halters.....45%
Jute Rope Halters.....35%
Sisal Rope.....20%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....50&10%
C. Hammond & Son. List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, 1.50&1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5&40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.. 33⅓&5%
Engineers & B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's, Handy.....per doz.. $3.00
Verree.....50&10%
Warner & Nobles New List.....35%
HEAVY HAMMERS AND SLEDGES—
Under 3 ℔.....₩ ℔ 40c } 70%
3 to 5 ℔.....₩ ℔ 35c }
Over 5 ℔.....₩ ℔ 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths....9½c@10c₩ ℔

Hammock Ropes—
Covert Mfg. Co.:
Jute.....35%
Fisal.....0%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's...50&10%
Door or Thumb
Chest Handles, Stearns, No 1.50.07½

Nos.	0	1	2	3	4
Per doz.	$ .90	1.00	1.08	1.35	1.50

50&10%

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Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....85@85&10%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60&10%

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock....50%
Bronzed.....50@50&10%
Japanned, with Nuts.....45&10%
Japanned, with Plate.....45&10%
Japanned, without Plate.....45&10%

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List..60@60 &10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....⅌ gr. $2.25@2.50
Auger, large.....⅌ gr. $3.00@3.25
Auger, Douglass', Pat. ⅌ set, No. 1, $1.00; No. 2, $1.40
Auger Ives', Pat. No. 1, 60&10% No. 2 to 3½.....40%
Auger, Swan's, Pat. ⅌ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....⅌ gr. $1.75@$2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Crosscut.....50%
File, assorted.....⅌ gr. $1.25@1.40
Firmer Chisel, Apple ass'd ⅌ gr. $2.25@2.50
Firmer Chisel, Apple large ⅌ gr. $2.75@3.00
Firmer Chisel, Hickory ass'd ⅌ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ⅌ gr. $2.50@2.75
Firmer Chisel, Socket ass'd ⅌ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc.....50&2%
Hoe, Rake and Fork 60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Hdle. 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Tracklees.....33⅓&2½%
Barn Door, old pattern.....60&10%
Barn Door, New England...66⅔@70%
Barry, $6.00.....50&10%
Best Anti-Friction.....60&10%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60&10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $36.00.. 60&10&5%
Cronk's Steel cov'd Loose Axle..60%
Coburn.....40%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Hidder's.....60@50&10%
Lanes Barn Door:
Barn Door, Standard.....60%
Covered.....50&10@50&10&10%
Special.....60&10@60%
No. 50.....50&10@60&5%
(New Model) Tinned....30&10@40%
Parlor, Standard.....40&40&5%
Manhattan.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ⅌ dozen pairs.....60&10%
Richards' Single Track, Steel.40&10%
Richards' Anti-Friction.....50%
Stearns':
Single Track, No. 5.....30&20%
Gem.....60%
Royal.....60%
Challenge.....60%
Warner, 1 and 2.....40%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60%
Magic.....50%
Matchless Covered.....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door.....50%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Victor, No. 1, $15.00; No. 2, $30.00; No. 3 $22.00; No. 4, $35.00.60&10&2½%
Warner's Pat.....30&10&10%
Wilcox.....40%

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," $1.1 ⅌ doz.....40&10%
Wrought.....80&10@85%
Wrought, Stanley.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point.....30%
Auburn Straw.....40%
Lightning, from jobbers.....60&5%
Walsworth's.....40%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T. 66⅔@10@70&10%
Rolled Blind Hinges Nos. 33 and 34 50&10%
Rolled Plate.....
Rolled Raised.....
Plate Hinges "Providence" 6 to 12 in. ⅌ lb, 5c. 14 to 36 in. ⅌ lb, 4c. } 70%
Screw Hook and Strap. 6 to 12 in., ⅌ lb.. 3½@3¾c; 14 to 20 in., ⅌ lb.. 3½@3½c; 22 to 36 in., ⅌ lb.. 3@3¼c

STRAP AND T HINGES—
Light Strap Hinges...66⅔@66⅔&10%
Heavy Strap Hinges.....70@70&10
Light T Hinges.....50&10@60
Heavy T Hinges...60&10@60&10&10
Extra Heavy T Hinges.....66⅔@70%
Long Chest Hinges.....45@50%
Hinge Hasps.....45@50%
Crate Hasps.....45@50%
Crate Hinges.....66⅔@70%

SPRING HINGES—
Bommer's.....33⅓%
Bardsley's Patent Checking.....15%
Chicago.....25%
Champion.....60%
Keil's American.....30%
Matchless, Double Acting Pivot.25%
New Idea, No. 1, ⅌ gro.....$7.50
New Idea, No. 2, ⅌ gro.....$18.00
Rex.....⅌ gr. $12.00
Royal Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List 1894:
Bronze Metal.....70&10&10%
Japanned Surface, Single..70&10%
Japanned Surface, Double.60&10%
Mortise.....70&10%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double....60&10%
Vigilant.....60%
Stearns.....75%
Union Spring Hinge Co.'s list, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acorn, ⅌ gro.....$12.50
Acme.....30%
Acme, Brass.....20%
American.....30%
Clover Leaf, ⅌ gro.....$12 50
Columbia, No. 14.....⅌ gro. $9.00
Columbia, No. 18.....⅌ gro. $25.00
Crown.....30%
Gem.....25%
Knoxall.....⅌ gro. $9.00
Oxford.....25%
Wiles' No. 1, ⅌ gr., $16.00; No. 2, $12.00

GATE HINGES—
Automatic.....⅌ doz $12.50, 50%
Clark's Nos. 1, 2, 3.....50&10@60&10%
N. E...⅌ doz $7.80.....60%
N. E. Reversible.....⅌ doz $5.60 60%
N. Y. State..⅌ doz $4.90.....60%
Shepard's Nos. 1, 2, 3.....60&10%
Western, ⅌ doz $4.80.....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....70&10%
Nos. 40 and 50.....70%
Huffer.....55@60%
Parker.....70&10%
Sargent's Nos. 1, 3, 5, 11, 13...70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70&10%
Champion Gravity Locking, No. 75.....70&10&10%
1868, Old Pat'n, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5, 70&5%
Double Locking, Nos. 20 and 25.70%
Empire, Nos. 101 and 108.....70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....70&10%
Noiseless, Nos. 50, 60, 65 and 55.80%
O. S. Lull & Porter.....80&10%
Pioneer, Nos. 000, 45 and 5½.....70%
Steamboat Gravity Locking, No. 10.....70&10&5%
Stenger's Positive Locking.....70%
W. H. Co.'s No. 3 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, ⅌ doz. sets $1.20...33⅓&40%
Stanley's Rolled.....30&10%
Stanley's Rolled Center.....30%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....65%
Cotton Hoes.....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½%
Garden Hoes.....75&5%
Harper's No. 7 Mortar Hoes.....65%
Jersey Hoes.....65%
Ladies' Cotton Hoes.....75&10&7½%
Laid Steel Edge Hoes.....3?&5&2%
Meadow and Rhode Island Hoes, 75&5&2½%
Mortar and Street Hoes..75&7½&2%
Planter Hoes, Regular Pattern, 70&30%
Rough Finish Shank Cotton Hoes, 75&12½%
Special Hoes.....75&10&2%
Special Mortar Hoes.....40&10&2½%
Sunhem Meadow Hoes...75&?&2½%
Tobacco Hoes.....75&2%
Toy Ladies' and Boys' Hoes...70& 10&10%
Truck Hoes.....50&10&2%
Warren Sois.....60%
Weeding Hoes and Rakes.....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE:—
Ground.....60&10&10%
Unground.....70&5%

WHITE ENAMELED-WARE:—
Boilers and Saucepans.....45@50%
Maslin Kettles.....70@70&10%
Tinned Boilers and Saucepans.. 45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Potato, all kinds.....75%
Manure.....50%
Iowa F. T. Co.'s Clam.....70%

BUSH—
Jennings & Griffin's.....40%

CAST IRON—
Bird Cage, Sargent's list...60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list...50&10%
Coat and Hat, Sargent's list..50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list....50@60&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....⅌ doz $1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30%
Hammock Hooks, E. C. Stearns, ⅌ doz.....60c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....60&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley.....30&10%

WIRE—
Atlas Coat and Hat.....50@50&10%
Belt.....30%
Crescent, Coat and Hat.....60@10%
Wire Coat and Hat, Acme...60&10%
Wire Coat and Hat, Gem.....65⅔%
Wire Ceiling, Gem.....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60&20%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks.35%
Grass, No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron 70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	25c	25c	21c	21c	40&10%

American, all sizes, 10½c.....net

Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K.	28c	28c	28c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	28c	25c	24c	23c	40&5&2%
Clinton Fin.	19c	17c	16c	15c	14c.	30&5%
Essex	25c	23c	25c	24c	23c.	40&10@50%
Lyra, all sizes						9½c., net
Maud S	28c	26c	23c	21c.	21c	50&10&5%
Neponset						40%
Northw't'n	26c	23c	23c	21c	20c.	25@25&5%
Putnam	23c	21c	20c	19c	18c.	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c., net	
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobb'rs.....$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....$5.35
Hartford Side-Weight, Extra Light.....$7.00@$7.50
Hartford Side-Weight, Light and Medium.....$7.25@$7.50
Perkins Improved Snow.....⅌ lb 4c
W. & B. Rubber Pad....⅌ set, $2.50

Horse Ties—
Covert Mfg. Co.;
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50%
Competition.....70%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick....⅌ gr $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel....⅌ doz. $12.00
Ice Crusher, No. 3, ⅌ doz. $3.00
Ice Crusher, No. 2, ⅌ doz. $4.00
Ice Crusher, No. 1, ⅌ doz. $30.00
Ice Tools.....⅌ doz. $4.00
Sargent's Ice Awls.....50%
Snell's.....30%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ⅌ doz. $6.00... 25@30%
No. 34.....⅌ doz. $15.00.25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives. ⅌ doz. $1.80.....30%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Br'd Knives 25%
Foster Bros.' Butcher, &c.....50%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2½ in. Bead, ⅌ gr.....$1.25@$1.50
Carriage, Jap.....⅌ gro. 80c, 60&10%
Door Knobs, Hematite.....40%
Door Mineral, R. & E. list....45&10%
Door Por. Jap'd " " ....45@10%
Door Por. Nickel " " ....45&10%
Drawer, Porcelain.60&10@60&10&10%
Picture, Judd's.....50&10&10%
Picture, Sargent's.....70&10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. '98. 40%

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Latches—

Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—

Champion.....75&10%
Clipper Improved.....60&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A., (all steel).....60&10%
Style E., Low Wheel.....50&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel, 70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$8.00 $6.25 $6.50 each net
Pennsylvania.....50&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each.60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—

Enterprise.....25&30%
Gibbs' Arc.....℔ doz. $10.00
Gibbs' Hustler.....℔ doz. $5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
℔ doz. $12.00 $15.00 $24.00..30%

Leaders—

Covert Mfg. Co. Cattle.....45%

Lead Pipe, &c.—

Lead Pipe, full lengths.....℔ ℔ 7c
" " cut lengths ...℔ ℔ 7¼c
Lead Pipe, Tin Lined.....℔ ℔ 12½c
Block Tin Pipe.....℔ ℔ 37½c
Sheet Lead, full rolls.....℔ ℔ 8c
" " cut rolls.....℔ ℔ 9c
Quantity discount 2½

Lemon Squeezers—

Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40.....20%
Dean's, Nos. 1, ℔ doz. $6.50; 2, $3.25 3, $1.65; Queen $3.50 net
Hotchkiss, Straight Flush ℔ doz. $2.60
Jennings' Star...℔ doz. $1.80@$2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$2.25@$3.50
Porc. Lined, Wood....℔ doz. $5.00
20&10@40%
Wood, Common ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—

Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design....25&10%

Lifters—

See Transom Lifter

Lines—

Cotton and Linen Fish, Draper's.50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson, Cotton, No. 4, $2; No. 4½, $2.50...10%
Silver Lake, Braided, No. 0, $6.00; No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gro.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz.$7.50, 20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.—

Branford Lock Co.....net prices
Champion Night Latches.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hdw. Co.....40%
Sargent & Co.....40%
Yale.....net prices

CABINET—

Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%

PADLOCKS—

Acme Bicycle and Satchel per doz. $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
" Chain.....25%
Champion.....40%
Eagle.....40
Scandinavian.....90&25
McWilliams.....25
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25%
Eagle.....25%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—

Cronk's Garden.....33⅓%
Regular Goods.....60&10

Meat Cutters—

American.....30%

Nos.	1	2	3	4	5
Each.	$5	$7	$10	$25	$50	$60

Dixon's.....℔ doz 33⅓%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.50	$5	$4	$6

Hales Pattern ℔ doz.....70@70&5%

Nos.	11	12	13
	$27	$33	$45

Home No. 1..℔ doz $26.....60%
Little Giant.....50&10%

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$88

Miles' Challenge ℔ doz...45@45&10%

Nos.	1	2	3
	$22	$30	$40

Woodruff's ℔ doz.....33⅓%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter, ℔ doz $30.00

Meat Juice Extractors—

Enterprise.....25@30%

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, ℔ ℔..25c
No Name.....℔ ℔..15c
Mystic.....℔ ℔..10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....℔ doz $4.00, 40%
P. S. & W.....25&10@40%
Reading.....50&10%
Sargent's.....50@50&10%
Warner's.....30%

Mop Wringers—

Matchless (Canton, O.), ℔ doz.$12.00

Motors—

COFFEE MILL—

Specialty Novelty Co.....each $8.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....60@60&5%

PICTURE—

Brass Head, Combination list....50%
Brass Head, Sargent's list, 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list....50%

FURNITURE—

Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—

Black Hawk, per doz.....$9.00
Cyclops.....25%
Eclipse.....℔ doz. $18.00..25&10&10%
Giant, No. 1, ℔ doz $18.00; No. 1½, $16.50; No. 2, $15.00.....30@25%
Lightning.....℔ doz $18.00, 20%
National.....℔ doz. $24.00, 40%
Pelican.....℔ doz $9.00, 40@40&10%
Scranton No. 2.....℔ doz. $10.00
Scranton No. 3.....℔ doz. $9.00

Nail Sets—

Buck Bros.....37½%
Cannon's Diam'd Point℔ gr.$12, 25%
Humason's.....60&10%
Hunters' Cup Point Knurled.... ℔ gro. $10.00
Hunters' Cup Point, Plain.... ℔ gro. $9.00
Octagon.....℔ gro. $4.50@$4.75
Round, assorted.....℔ gr. $3.00@3.25
Square.....℔ gr. $4.00@$4.25
Snell's, Knurled.....60&10%

Nippers—

Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers—

Acme, Japanned, ℔ gross $30.00..40%
Acme, Nickel Plated, ℔ gro. $30.00 20%
Turner & Seymour Mfg. Co.....60%

Nuts—

Cold Punched, Square, off list. $4.80
Hex, off list.....$4.80
Hot Pressed, Square, off list..$4.40
Hex, off list.....$4.60

Oilers—

Brass and Copper.....50&10%
Cushman & Denison's:
Gem.....℔ doz. .50
Leader.....℔ doz. .60
Perfect Oilers.....℔ doz. $1.50
Star Pocket Oilers.....℔ doz. .75
Draper's:
Brass.....70&10%
Steel.....70&10%
Malleable. Hammers, New Style, 10&5@30%
Malleable, Hammers, Old Pattern, same list.....60&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti-Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—

OIL STONES—

Pikes Washita:
Lily White, ℔ ℔.....60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ℔ ℔.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¼ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge ℔ ℔:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to 1¼x¼ to ⅝ ℔ ℔.....70
Discount 33⅓%.
Pike's Washita Mounted No. 1:
8x2, ℔ doz.....$12.00
7x2, " " 11.00
6x2, " " 10.00
5x2, " " 9.00
4x1¼ " " 7.00
3½x1 " " 5.50
Discount 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x⅝ to 1¼, ℔ ℔.....ea .24
" 2x2x⅝, extra selected.. .40
Discount 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—

RUBBER—

Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, per ℔ $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%

MISCELLANEOUS—

American Packing.....8c@10c ℔ ℔
Cotton Packing.....12c@14c ℔ ℔
Italian Packing.....10c@12c ℔ ℔
Jute.....5c@5½c ℔ ℔
Russian Packing.....10c@12c ℔ ℔

Padlocks—

See Locks.

Parers—

APPLE—

Advance.....℔ doz $4.50
Baldwin.....℔ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 14.00
Family Bay State.....℔ doz 12.00
Improved Bay State.℔ ds..$27@30.00
Little Star.....℔ doz 4.00
New Lightning.....℔ doz 5.50
Penn.....℔ doz 3.75
Perfection.....℔ doz 4.00
Reading, 78.....℔ doz 4.00
Reading, 78.....℔ doz 7.00
Scott's Pat. Rotary, ℔ doz $15.00, 30%
Turntable, Old Style.....℔ doz 4.50
Turntable, 1899.....℔ doz 5.00
White Mountain.....℔ doz 4.00

POTATO—

Saratoga.....℔ doz 5.50
White Mountain.....℔ doz $4.50

Pencils—

Dixon's:
Carpenters'.....℔ gr. $3.67@3.75
Carpenter, Blue or Red Lead.....℔ gro. 4.00@7.50
Lead.....℔ gro. 2.12@4.38
Lumber.....℔ gro. 6.37
Mascot, Hexagon.....℔ gro. 4.75
Mascot, Round.....℔ gro. 3.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—

WOOD PLANES—

Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co.....60&10%
Molding.....40&5%

IRON PLANES—

Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron...50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&10%
Miscellaneous.....25&10%
Steer's Iron Planes.....50&10%

PLANE IRONS—

Auburn "Thistle"..... Ohio..... Sandusky..... 80&10@40%
Buck Bros.....30%
Butcher's.....$5.00@$5.25 to $
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & L. J. White.....20&5@25%

Pliers and Nippers—

Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ℔ doz. $12.00...25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ℔ doz. No. 2, 5 in. $13.50; No. 4, 7 in. $21.00....40&10%
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50 &10%
Wm. Johnson's Gas Pliers.....60%
Morrill's Parallel, ℔ doz $12.00 30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....25&10%
Disston's.....70%
Machinist's.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25%

Polish, Metal—

Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—

Dixon's Plumbago.....℔ ℔ 8c
Joseph Dixon's.....℔ gro $5.75, 10%
Gem.....℔ gro $4.50, 10%

Poppers, Corn—

Round or square, 1 qt., ℔ doz. $ .75; ℔ gr. $6.50 } 10@ 1½ qt. ℔ doz. $ .85; ℔ gr. $8.00 } 10@ 2 qt., ℔ doz. $1.15; ℔ gr. $12.00 } 10@
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers—

Disston's Samson Digger, ℔ doz. $34.00.....25%
Kohler's:
Little Giant, No. 12...℔ doz. $12.00
Hercules, No. 25.....℔ doz. $10.00
Invincible, No. 6.....℔ doz. $ 9.00
Pioneer, No. 714.....℔ doz. $ 7.50
Lock Lever, No. 20...℔ doz. $12.00
Universal, No. 49.....℔ doz. $12.00
New Champion, No.37 ℔ doz. $ 6.00
Iron Handle, No. 82...℔ doz. $ 7.00
Ryan's.....℔ doz., $20.00, 25%

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70%
Vaughan's, 10 to 12 inches.....60%

Potato Hooks, etc.

Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

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Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw...₱ doz $18.00, 25@25&10%
Disston's Pruning Hook.....₱ doz $12.00, 25@25&10%

Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears:
German, No. 45.....₱ doz. $3 50
American, No. 33.....₱ doz. $3.50
E. S. Lee & Co.'s Pruning Tools.40%.
P. S. & W. Co.'s Shears. 60%
Waters Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....60&10@60%
Brass Screw.....40&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, per doz., $6.00.....50&10%
Hay Fork, 5-in. Solid, $5.70.....50%.
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction 5in. Wheel, ₱ doz $12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best grades.....50&10@60%
Pitcher Spout, Best grades....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 388, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 388, 3½ in. Shallow Well Pump.....$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....$15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....$15.00
No. 33, Fig. 533, 3 in Deep Well Pump.....$17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....$14.00
No. 59, Fig. 333, 3½ in. Shallow Well Pump.....$17.00
No. 70, Fig. 333, 3½ in Deep Well Pump.....$15.00
No. 73, Fig. 333, 3 in. Deep Well Pump.....$15.00
No. 72, Fig. 333, 3½ in. Deep Well Pump.....$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....$9.00
No. 108, Fig. 443, 3½ in. Lift Pump.....$11.00
No. 126, Fig. 510, 3 in. Lift Pump.....$7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....$8.50
No. 235, Fig. 389, Windmill Pump.....$13.50
No. 265, Fig. 403, Windmill Pump.....$16.00
No. 240, Fig. 405, Regulator Pump.....$28.00
No. 265, Fig. 573, Cyclone Tank Force Pump.....$16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....$16.00
No. 268, Fig. 513, Low Down Tank Force Pump.....$16.00
No. 302, Fig. 477, Spray Pump complete.....$11.50
No. 330, Fig. 492, Bucket Spray Pump.....$5.00
No. 330, Fig. 547, Knapsack Spray Pump.....$10.00
Discount 50% f. o. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive,.....50@5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co. ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S & W. Co 30&5%

Rail—

	Barn Door, Light, In.	⅛	¼	⅜
	Per 100 feet	$1.40	1.55	1.80

Barn Door, "None Better" No. 1, ₱ foot.....2½c
Barn Door, "None Better" No. 2, ₱ foot.....2½c

B. D. for N. E. Hangers:
Angular, per foot, 6c.....70%
Double Flange, per foot, 8c....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's:
O. N. T. Style, No. 13..₱ foot, 3 c
Double Braced.....₱ foot, 3½c
Lanes':
O. N. T., 1 in.....₱ 100 ft. $3.00
O. N. T., 1¼ in.....₱ 100 ft. $3.65
Standard, 1¼ in ....₱ 100 ft. $4.25
Stowell's Wrought Steel.....35%
Sliding Door, Brouzed Wr't Iron.. ₱ ft. 6½c
Sliding Door, Steel, Brass Plated, per foot.....6½c
Sliding Door, Wr't Brass, 1⅛ n. ₱ lb, 30c.....10@20%
Victor Track Rail, 7c ₱ foot. 60&10&2½%

Rakes, Etc.—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz. $3.20@$3.15
Lawn Queen, Impr'd, net ₱ doz. $3.60@$3.75
20-Tooth.....$3.60@$3.75
24-Tooth.....net ₱ doz. $7.00@$9.00
Jumbo.....net ₱ doz. $7.00@$9.00
Paragon.....net ₱ doz. $3.25@$3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.....70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to $.....10%

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....50%
White Japanned.....25%
Bronze finishes.....30%
Electro-plated.....30&10%
Nickel plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal.25%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.: List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand, in papers.....52½%
Coopers, in bulk 52½%
Block, and Carriage in papers.52½%
Hame.....52½%
Belt with burrs, tinned or copper ed..... .....52½%

Rivet Sets—
Regular list..... ....70%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....60%

Rope

Cotton Rope, Best, ¼ in. and larger	₱ lb 13	@14c
Medium, ¼ in. and larger	₱ lb 10	@12c
Common, ¼ in. and larger	₱ lb	8½@10c
Jute Rope:		
A grade	₱ lb	7½c
C grade	₱ lb	7 c
Manila:		
7-16 in. and larger	₱ lb	15½c
⅜ in	₱ lb	16 c
¼ and 5-16 in	₱ lb	16½c
Hay Rope, Med	₱ lb	1t½c
Sisal:		
7-16 in. and larger	₱ lb	10½c
⅜ in	₱ lb	11 c
¼ and 5-16 in	₱ lb	11½c
Med. L'th Y'rn	₱ lb	10 c
Hay Rope	₱ lb	10½c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10@10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....35&10%

Sad Irons—
Chinese Laundry.....₱ lb 4½c
Chinese Sad.....5½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. $7.00
Common 4 to 10.....₱ lb 3½@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa..20&5&5%
Self-heating.....₱ doz $10.00, 20%
Self-heating, Tailors' ₱ doz $22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz $6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50&60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—
Competition.....50&10%
Giant.....4%
Monarch.....5&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—
Cable Laid Italian Sash...₱ lb 16@18c
Cable Laid Russia....₱ lb 13½c@14c
Common India.....₱ lb 8½c@ 9c
Common Russia Sash, ₱ lb 12½c@13c
Patent India.....₱ lb 11c
Samson:
"Mass," White, Cotton.....34c
"Samson" Braided White, Cotton.....₱ lb 30c
"Samson" Braided Drab, Cotton.....₱ lb 35c
"Samson" Braided Italian Hemp.....₱ lb 33c
"Samson" Braided Linen, ₱ lb 56c
Silver Lake:
A Quality, Drab.....₱ lb 40c. 15@15&7½%
A Quality, White.....₱ lb 35c. 15@15&7½%
B Quality, Drab, ₱ lb 35c..... 15@15&7½%
B Quality, White ₱ lb 30c..... 15@15&7½%
United States:
B Quality.....₱ lb, 18c
C Quality.....₱ lb, 16½c
White Cotton, Hard Braided. ₱ lb.16c

Sash Fasteners, Holders, &c.—
Sash Lifts.....60&10& 0%
Sash Lifts Flush.....60%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co...50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List, Nov., '97.65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob 60%
Wrought Bronze and Brass.55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading .....60&10%

Sash Weights—
Small lots.....₱ ton, $32.00@$33.00
Ton lots at factory.....$30.00@$31.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each $30.00.....20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.....40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.....50%
Band 3 in. to 14 in. wide.....60%
Band ⅛ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand-saws.....25&10%
Star, Butcher.....35%
Woodrough & McParlin Cross Cuts.....45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....3%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide $30.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—
Atkin's:
Criterion Saw Sets, ₱ doz.....$6.00
Excelsior Saw Tools ₱ doz....$6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz $6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&30%
Cross-cuts Nos. 3 and 4, $32.00; No. 5, $31.00.....40&30%
Richardson's 25%
Seymour Smith & Son, Hammer, ₱ doz.....$4.75
Stillman's ₱ doz.....$1.00
Taintors Positive...$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....60@50&10%
Hatch:
Counter, No. 171, ₱ doz. $17.00@ $18.00
Tea, No. 161.....₱ doz. $5.75@$6.00
Union Platform Plain...$3.00@$3.10
Striped.....$3.15@$3.25

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz., $3.00
Box, 2 Handle....₱ doz., $3.00@$4.00
Foot.....55&5@50&5%
Ship Common.....₱ doz., $2.40 net
Ship, R. I. Tool. Co.....10%
SIDEWALK—
Koehler's, Steel No. 7...₱ doz. $3.00

Screens—
DOORS—
Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60@50&5%
Stained.....60&5%
Standard Oil.....50&10%
WINDOW—
Porter Screen Mfg. Co.....60@50&5%
Phillips:
Bonanza Screens.....60&10%
Flyer.....60&10%
Perfection Screens.....60&10%
Window Screen Frames....60&10%
Stearns':
Frames and Corners....25@25&10%
Gem Window Screen Frames. 25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw-Drivers.....25&10&5%
Buck Bros.....30%
Screw-Drivers Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'....70%
Electric Spiral No. 01, ₱ doz. $5.00 net
Electric Spiral No. 02, ₱ doz. $10.00 net
Ellrich's Socket and Ratchet.40&10%
Fray's Hol. Hdle. Sets, No. 8, $13.50
Howard-Allard, low list.....50%

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C. E. Jennings & Co.....40&10%
Jennings & Griffin.....65&10%
Jones Reversible Spiral No. 2, ₩ doz. $34.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade.50&10@50&10&5%
Nos. 20 and 40 .....66⅔%
Screw-Driver Bits....₩ doz., ...75c
N. E. Specialty Co.'s.....50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.60&10%
No. 88.....70&10%
Snell's.....70@70&10%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Pat..... .....33⅓%
Williamson's:
Beauty, ₩ doz.....$1.00 } 40%
Gem, ₩ doz.....90c }
C.T. Williamson Wire Novelty Co.40%

Screws—

WOOD SCREWS—

List Jan. 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point...80%
Iron, Bright Flat Head.....50%
Iron, Br't R'd & Oval Head.....75%
Nickel Plated, Iron Flat Head....70%
Nickel Plated, Iron R'd Head....70%
Silver Plated, Iron Flat Head....70%
Silver Plated, Iron R'd Head....70%

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895..65@65&5%
Hand Rail.....60&10%
Lag Screws. List Jan. 30, 1896.
Cone Point.....65%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.35; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....₩ doz $3.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W..40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7 $15.....25%
Barnes Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....30%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—

Grain.....net
Grass.....net
Scythe Snaths.....4 @40&10%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....60&20%
Ætna, Steel Nickeled.....70&20%
Barnard's Lamp Trim'rs.....net
Clauss:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors.....40%
Shears, Tinners.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Davenport Cutlery Co.'s...60@60&10
Elm City.....net
Heinisch's:
St. Trimmers, etc.60&10@60&10&10%
Tailor's Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning H'ks & Shears.
Seymour's Standard List,
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10 %
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tin Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
M. W. Co., list July, 1892.50&10@60&5%
Stowell's Anti-Friction.....50%

Pa tent Roller.....60&10@60&10 & 5%
R. & E., list August 15, 1895.
60&10@60&10&5%
Russell's Anti-Friction, list Dec. 15, 1898.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade. No. 2, Polished, Sq. or Rd. Point, D or L Handle:

	A Grade.	B Grade.
Solid Steel Pat'n..	$10 50	$9.00
Hollow Back " ..	10.20	9.80
Back Strap " ..	9.90	9.00
	C Grade.	D Grade.
Solid Steel Pat'n..	$8.70	$7.10
Hollow Back " ..	8.40	7.80
Back Strap " ..	8.10	7.50

Black, 3 cents per dozen less than polished.
Advance 30 cents per size for larger sizes.

Shovels and Tongs—

Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, ₩ gross, $10@11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka...₩ doz. $1.75; ₩ gro. $18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.55%
Kraut Cutters, 26x12, 40x 2.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$30.00
2 Knives.....₩ gro. $23.50@$30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co).....55%
Cookeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10%
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list 40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector....
Double for Bits or Trace Carrier.....
Trojan Snaps .....
High Grade Snaps.....
} 45%
Jockey Snaps.....40%
Derby Snaps.....35%
Rope Snaps.....40%

Soldering Irons—

Covert Mfg. Co.....20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....₩ dos. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....30%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality 33⅓%
Wood.....₩ doz. 35&10%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue "O".....net List.
Nickel Silver, Catalogue "O" net List

SILVER PLATED FLATWARE—

L Boardman & Son.....Catalogue "O"—net List

"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

"1847".....₩ doz., net, $3.50
"Anchor".....₩ doz., net, $1.25
"Eagle".....₩ doz., net, $3.25
"Star".....₩ doz., net, $3.25
Rogers, Smith & Co., ₩ doz., net.....$3.25
Rogers & Hamilton.₩ doz.,net, $3.25
Holmes & Edwards ₩ doz.,net, $3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares.....25%
Try Square and T Bevels....60&10
@60&10&10%
Winterbottom's Try & Mitre.40&10%
Nickel-Plated. New List Jan. 5, 1900, 35&10%
Steel and Iron.....55&10%

Stair Rods—

Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6c@6½c
Grand Crossing Tack Co. List: 75&10%

Steels—

Chatillon's.....30%

Stocks and Dies—

BICYCLE—

Holroyd & Co.....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....75&10@30%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks .....35&10%
Carpet Tacks:
American, Blued.....90%
American, Tinned.....90%
Swedes Iron Tacks:
S. S.....90&5%
Bill Posters' and Railroad Tacks:
S. S .....90&20%
Common and Patent Brads...70&5%
Finishing Nails.....70&5%
Gimp Tacks:
S. S .....90&20%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....
S.S.....85&15%
Looking Glass Tacks.....70%
Trimmers' Tacks:
S. S 90%
Trunk and Clout Nails:
Steel, Black.....75&5%
Steel, Tinned.....75&5%
Upholsterers' Tacks:
S S... .....90&20%

MISCELLANEOUS—

Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, per dos. net,....$1
" " 2, " 1.50
Little Jack.....₩ doz. $1.00

Tapes, Measuring—

American Ass'n Skin....40&10@50%
Leather Case.....35@35&10%
Steel.....33⅓@40%
Chestermans.....35&35&5%
Keuffel & Esser Co , New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic..25@30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@55&5%
Machine Screw.....70&10@75%
Machinists' Hand...60@65&10&10%
Pipe, ⅛ to 1¼.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Telephones—

Union Electric Co.:
Letter A, Complete...each, $10.00
Letter B, for Warehouse..each, $8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.).30&25
Snips, J. Mallinson & Co.....33⅓%
Snips—"Clauss".....30%

Tinware—

Stamped, Japanned and Pieced, Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....35&10%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co
No. 1 Medium Gasoline Torch $4.12
No. 2 Large Gasoline Torch....6.00

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka".....25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....30@35%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T...$3.50
Comb., Car., Wood Track....$3.25
Common 6 in. Wood Sheave Pulley, Fig. 433, ₩ dos.....$1.75
D. H. Fork, Steel Regular, e'ch .35
Double Grapple Fork, each...$3.50
Double Rail Steel Track complete with clamps, ₩ ft.... .10
Faultless Steel Frame K. P Pulley, Fig. 435, ₩ dos.....$3.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435, ₩ dos.$1.90
Floor Hooks, ¾ in. ₩ dos. .70
Floor Pulley, Wood Sheave, Fig. 436, ₩ dos.....$2.25
Hanging Hooks for Double Steel Track, ₩ dos..... .35
Hanging Hooks for Single Steel Track, ₩ dos..... .35
Hanging Hooks for Wood Track, 10 in. ₩ dos..... .25
Hanging Hooks for Wood Track, 14 in., ₩ dos..... .35
Malleable Frame K. P. Pulleys, Fig. 676 ₩ dos.....$2.40
Malleable Rafter Brackets, ₩ dos..... .40
Nellis Fork, each.....$1 60
New Myers Iron Rod Car....$3.25
Reed Wood Frame Pulley with Hook, Fig. 434, ₩ dos. $2.00
Rev. Car., Double Steel Track $3.50
Rev. Car., Wood Track.....$3.25
Rope Hitch, ₩ dos.....$1.75
Single rail Car, Single Steel T.$3.5
Single Rail Steel Track with clamps, ₩ ft.....

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Sprouts Shear Fork, each....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 595, ₱ doz.....$1.85
Sure Grip Sling Car., Steel or Wood Track.....$6.00
Walker Fork, each.....$1.35
Wrought Rafter Brackets, ₱ doz..... .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spg. 50@50&10%
Crescent .....70@70&10%
Dicksons.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304.....₱ 100, $13.00
Shaw's:
Copper Finished.....80&10%
Lever.....70@70&10%

Traps—

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole.....15%
H. & N.....65%
Newhouse.....40%
Victor.....70&5%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza....₱ doz 90c@$1.00
Mouse, Catch-'em-alive ₱ doz $2.50,15%
Mouse, Delusion.....40%
Mouse, Ideal.....₱ gr $9.00
Mouse, Round Wire, ₱ doz $1.50, 10%
Mouse, Wood, Choker, ₱ doz holes 10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz. $12.00; case of 24.....$10.80
No. 2, Rat, ₱ doz. $5.50; case of 50.....$5.00
No. 2½, Rat, ₱ doz. $4.50; case of 72.....$4.00
No. 4, Mouse, ₱ doz. $3.50; case of 72.....$3.75
No. 5, Mouse, ₱ doz. $2.75; case of 150.....$2.25
Schuyler Rat Killer, No. 1 ₱ gro., $15.00; No. 2 ₱ gro., $12.00
Mouse, No. 3.....$9.00
Smith & Egge Mfg. Co:
Superior Rat Trap, ₱ doz....$15.00
Yankee Mouse Trap, ₱ doz.. $5.50
Yankee Rat Trap, ₱ doz.....$11.00
J. M. Mast Mfg. Co.:
Snap Shot, 2-Hole....₱ gro., $4.00
Snap Shot, 4-Hole....₱ gro., $7.00

FLY—

Balloon, ₱ doz $1.50.....₱ gr. $15.00
Globe.....₱ doz., $1.50; ₱ gr. $15.00
Harper....₱ doz., $1.75; ₱ gr. $18.00

Trowels—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....35%
"Standard Brand" and Garden.40%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....35%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering....35@35&10%
Peace's Plastering.....35@35&5%
Richardson.....35@35&10%
"Rose" Brick Plastering and Moulders.....30@30& 10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris.....15%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Millers Falls, Mechanics'...net@10%
Millers Falls:
Oval Slide.....50&10%
Ball Clamp.....45%
Gravity.....net
Hand.....15%
Moore's.....30%
Parker's:
Regular.....30@35%
Combination Pipe.....55@60%
Oval Slide.....55@60%
Victor.....30@35%
Vulcan.....40@45%
Phenix.....30@30&10%
Prentiss.....30@35%
Sargents.....70%
Simpson's Adjustable.....40%
Stephens'.....25@33⅓%
Trenton.....40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 2 & $15,00..40&10@50%
Cincinnati.....50%
Stearn's Com., No. 0, 1, 2, and 3.. 50@50&10%
Stearn's Rubber Jaw, Nos. 10 and 38.....33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel 30%

Washer Cutters—

Otis A. Smith's.....30&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Clayton's.....35&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection".....50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....35%
Bright Wire Goods, New list... 30@30&10%
Cast Steel Wire.....50%
Copper Wire.....net
Malin's Annealed and Tinned on Spools.....60&10%
Malin's Brass and Copper on Spools.....50%
Market Wire:
Brt. & Ann., Nos. 6 to 16...70@70&5%
Cop'd, Nos. 6 to 16....67½@67½&5%
Galv., Nos. 6 to 16.....67½@67½&5%
Tin'd, Tinned list Nos. 0 to 18... 70@70&2½%
In stones Bright or Ann'd. Nos. 19 to 26.....72½@75%
Bright or Annealed Nos. 27 to 36, 75@75&10%
Picture Wire....New list 70@70&10%
Steel Music Wire, Nos. 13 to 20, Imported ₱ ℔.....60@70c
Stub's Steel Wire.....$3.60 to $ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80%
Painted Screen Cloth good quality, ₱ 100 sq. ft.....$1.75@$2.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30%
Iron.....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....75&5@75&10%
Aiken's Pocket (Bright)..$2.00@3.20
Alligator.....70%
Baxter's.....65%
Bemis & Call's:
Brigg's Pattern.....30&10%
No. 2 Cylinder.....55%
No. 3 Pipe, Bright.....50%
Patent Combination Black..40&5%
Patent Combination Bright....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's..... 30@33⅓%
Coes':
Genuine.....25&10&5&5&3%
"Mechanics'".....25&10&10 &5&5&3
Coes' Pattern, Wrought Bar..60& 10@60&10%
Donohue's Engineer.....40%
Eagle Pipe.....50&10%
Gem.....33⅓
Stillson Pipe.....45%
Taylor Pipe and Nut.....40%
Trimo Combination.....40%
Trimo Pipe.....50&10%
Acme.....60@60&5%
Bull Dog.....60&10%
Hercules.....70&10@75%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1895, 2%
Colby Wringer Co., list May 1, 1894, Lovell Mfg. Co., list July 2, 1894...2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co., list Feb., 1893...2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..₱ gallon.....60c
Linseed, City, Boiled, in barrels ₱ gallon.....63c
Out of Town on Spot..₱ gal.....60c
Calcutta, Raw, in bbls....₱ gal. 71c
Lard, Prime City.....₱ gal. 52@54c
Extra, No. 1.....45@47c
No. 1.....42@45c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $30.00@$31.00
Barytes, American Floated, ₱ ton $18 00@$20.00
Barytes, Crude ₱ ton, $9.00@$10.00
White Lead, American, Dry, in Bbls. ₱ ℔.....5½@5¾c
White Lead, American, in Oil, in lots of less than 500 pounds, ₱ ℔ net.....7c
In lots of 500 pounds and over, ₱ ℔..... 6½c
White Lead, Foreign, in Oil, ₱ ℔ 8@9½c
Litharge, Kegs, ₱ ℔.....6½@7c
Zinc, American, Dry, ₱ ℔..4½@5½c

Putty—

In bulk.....$1.85
In bladders..... 2.25
In cans, 50 ℔ 2.00
In cans, 25 ℔ 2.25
In cans, 12½ ℔ 2.50
In cans, 5 ℔ 3.50
In cans, 3 ℔ 4.00
In cans, 2 ℔ 4.50
In cans, 1 ℔ 5.00

Spirits Turpentine—

In regular bbls..... @55 c
In machine bbls.....55½@——c

Dry Colors—

Blue, Chinese.....₱ ℔ 30 @35
Blue, Prussian.....₱ ℔ 29 @35
Blue, Ultramarine..₱ ℔ 6 @30
Sienna, Italian, burnt & powdered ₱ ℔ 4½@10 c
Sienna, Italian, raw & powdered...₱ ℔ 3 @7 c
Umber, Turkey, burnt.....₱ ℔ 2½@3½c
Umber, Turkey, raw.....₱ ℔ 2½@3½c
Green, Chrome, Ordinary.....₱ ℔ 4 @11 c
Green, Paris, in bulk, ₱ ℔ 15@1
Indian Red, American.....₱ ℔ 2½@ 3 c
Indian Red, English..... ...₱ ℔ 4½@8½

Colors in Oil—

Black Lampblack, Best.....₱ ℔ 13 @15
Black Lampblack, common.....₱ ℔ 7 @10 c
Blue, Chinese.....₱ ℔ 35 @40 c
Blue, Prussian .....₱ ℔ 25 @35 c
Blue, Ultramarine..₱ ℔ 16 @30 c
Sienna, bur't .....₱ ℔ 14 @18 c
Sienna, raw.....₱ ℔ 14 @15 c
Umber, burnt.....₱ ℔ 13 @16 c
Umber raw.....₱ ℔ 13 @15 c
Brown, Vandyke....₱ 13 @15 c

"IT KEEPS ME POSTED."

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: HARDWARE keeps me posted not only on the market, but on new goods and specialties which are ever being manufactured. The trade reports are especially attractive, and give one information on the markets and business situation, as well as politics in various parts of this country.

Theo. Neuhaus.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"ONE OF THE BEST MEDIUMS KNOWN."

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"VALUE VERY HIGHLY."

Ausable Horse Nail Co., New York. [*Horse Nails*]: We value HARDWARE very highly as an advertising medium.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co,, Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co, Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins' & Co., New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co, Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn,
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co , Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fence Ratchets.

Electric Oil Stove Co., Jackson, Mich.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T. B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co , New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co.. Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co , Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co , Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co , New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer s Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co , New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co , New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Kstey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
Schneider & Trenkamp Co., Cleveland, Ohio.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport, Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co , Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.

Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.

A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.

E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Price Books.

Hardware Publishing Co., New York.

Pulleys, Hoisting.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Washers.

Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co, New York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rail, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.

John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.

Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy, Philadelphia.

Reels, Wood.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Riveters.

Standard Specialty Co., Salem, Ohio.

Rivets.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.

Standard Paint Co., New York.

Rubber Buckets.

Torrent Pump Co., Cleveland, Ohio.

Rules.

Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.

Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.

Mosler Safe Co., New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand and Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co, Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co, New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co, Reading, Pa.

Sausage Stuffers.

Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

Underhill, Clinch & Co., New York.

Screens, Wire.

Estey Wire Works Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Screw and Bolt Cases.

J. D. Warren Mfg. Co., Chicago.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screws, Set and Cap.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Screw Drivers.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.

Screw Drivers, Electricians'.

F. E. Ducharme & Sons, Shelburne Falls, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythes and Grass Hooks.

Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Seal Presses.

Charles Morrill, New York.

Sectional Shelving.

J. D. Warren Mfg. Co., Chicago.

Sewing Machines.

National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machines.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Ship Tools.

Underhill, Clinch & Co., New York.

Shovels.

Allerton-Clarke Co., New York.
Underhill, Clinch & Co., New York.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co, New York and Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spikes.

Fuller Bros. & Co., New York.
Salem Nail Co., New York.

Spoke Repairers.

Torrent Pump Co., Cleveland, Ohio.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New York.

Sporting Goods.

Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Springs, Wire.

Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Tuck Mfg. Co., Brockton, Mass.

Spring Cotters.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Standard Tool Co., Cleveland, Ohio.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares, Steel.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Stamping.

Clark & Cowles, Plainville, Conn.

Staple Pullers.

Cronk Hanger Co., Elmira, N. Y.
Smith & Hemenway Co., New York.

Stay Rollers.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Steel.

Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Steel Traps.

Hawkins Co., Waterbury, Conn.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, Ohio.
Pike Mfg. Co., Pike Station, N. H.

Store Fixtures.

Bicycle Step Ladder Co., Chicago.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.

See Trucks, Store.

Stove Lining.

William M. Newton, Albany, N. Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

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Dangler Stove & Mfg. Co., Cleveland, Ohio.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co. ..... *
American Cutlery Co..... 52
American Railway Supply Co... 49
American Shearer Mfg. Co.....50
Ames Sword Co..... .11
Arcade File Works..... *
Arcade Mfg. Co..... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co..... *
Atlas Bolt & Screw Co..... .68
Atlas Mfg. Co..... 1
Audit Co. (The) of New York . ... *
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Baldwin Refrigerator Co..... *
Barnes (Wallace) Co 47
Barnett (G. & H.) Co..... 68
Berger Bros Co..... 14
Berger, L. D..... 4
Bicycle Step Ladder Co..... 11
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son..... .52
Bommer Bros..... .68
Boston Belting Co..... *
Brass Goods Mfg. Co..... .52
Broadway Bicycle & Sundry Mfg. Co..... 49
Bruce & Cook 16
Bryan Mfg. Co..... 4
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co..... .68
Cary Mfg. Co.....52
Chadborn & Coldwell Mfg. Co... 17
Champion Safety Lock Co..... .52
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons..... *
Chilton Paint Co.....50
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co..... 67
Coates Clipper Mfg. Co..... 6
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....45
Conroy (P. J.) Co.....47
Contractors' Plant Mfg. Co..... 49
Covert Mfg. Co..... 1
Cronk Hanger Co..... 17
Cushman & Denison..... 41

D

Dangler Stove & Mfg. Co.....67
Deming (The) Co..... 68
Detroit Fence Co.....52
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co..... 6
Dow Wire Works Co.....16
Ducharme (F. E.) & Son..... 1
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works..... 9
Electric Oil Stove Co..... 9
Ellis & Helfenberger..... 50
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co ..... .49

F

Field (Alfred) & Co.....11
Fitch (W. & E. T.) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co..... 42
Goodell Co.....14
Graham (John H.) & Co..... 8

H

Hanson & Van Winkle Co..... 2
Hardware Publishing Co.....10
Hardwaremen's Exchange..... 50
Harkins (T. B.) Foundry Co..... 6
Harrington & Richardson Arms Co..... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham..... 1
Hawkins Co 67
Heinisch's (R.) Sons Co..... 5
Holmes & Edwards Silver Co.....11
Howard Iron Works..... 2

I

Iowa Farming Tool Co..... 47
Ives (H. B.) & Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co..... 3
Kimball Bros..... 14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co..... .40
Lane Brothers Co..... 2
Leather and Brass Mfg. Co..... 41
Leete, C. H.....50
Leonhardt & Co..... 7
Litchfield J. M..... 49

M

Magnolia Metal Co..... 1
Major Cement Co..... 40
Marsching (J.) & Co..... 5
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co..... *
Miles, Franklin S..... 3
Morrill, Charles.....17
Mosler Safe Co.....18
Mugford, A..... 2
Myers (F. E.) & Bro.....16

N

National Sewing Machine Co..... 9
New Domestic Sewing Machine Co..... 15
New Jersey Wire Cloth Co.....65
New York Stamping Co.....67
Newton, Wm. M..... 2
Nicholson File Co..... 68
Niles Mfg. Co 2
North Bros. Mfg. Co..... 49

P

Payson Mfg. Co..... 2
Pelouze Scale & Mfg. Co..... *
Pike Mfg. Co.....45
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Pugh, Job T..... 11

R

Reading Hardware Co..... 6
Remington Arms Co..... 6
Robertson, Arthur R..... *
Rodgers (Joseph) & Sons 11
Russell & Erwin Mfg Co..... *

S

Salem Nail Co.....49
Samson Cordage Works..... 1
Sargent & Co..... 47
Schneider & Trenkamp Co 13
Scranton (The) & Co..... 1
Seaman (D. C.) & Co..... .50
Sears, Roebuck & Co..... .67
Sickels & Nutting Co.....49
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co 49
Smith & Egge Mfg. Co..... 18
Smith & Hemenway Co.....47
Sommer's (John) Son.....68
Standard Paint Co 15
Standard Specialty Co..... .14
Standard Tool Co..... 1
Stanley Rule & Level Co..... .41
Stebbins (Chas. J.) & Co..... 3
Stewart Iron Works.....41
Stimpson (Edwin B.) & Son..... .68
Sudlow, John W..... 67

T

Tabor Revolution Counter..... .47
Taylor (A. V.) & Co..... 5
Thacher Belting Hook Co..... 5
Torrent Pump Co.....52
Tower & Lyon..... 12
Townsend, C. C. & E. P..... 50
Tryon (Edw. K) Jr. & Co 41
Tuck Mfg. Co 6

U

Underhill, Clinch & Co..... 3
Underhill, Clinch & Co..... 6
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1

V

Van Dorn Iron Works ..... .50
Van Wagoner & Williams Hdw. Co..... .68
Velox Machine Works..... 15
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co..... 11
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co..... 18
Wood (Wm. T.) & Co..... 16

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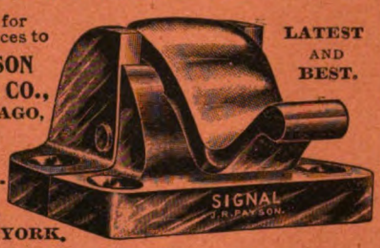
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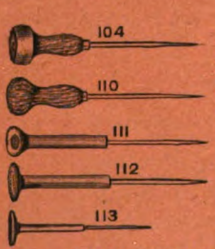
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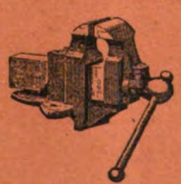
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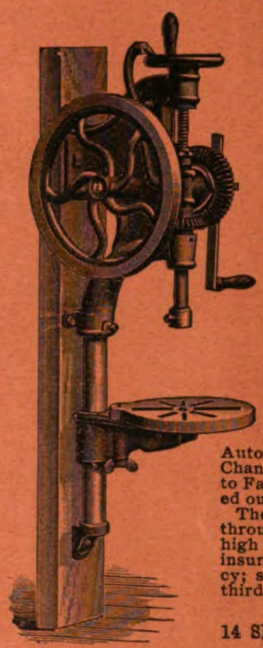
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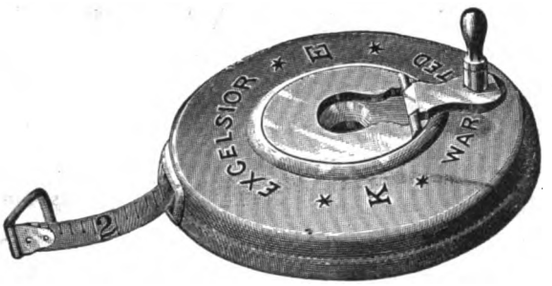
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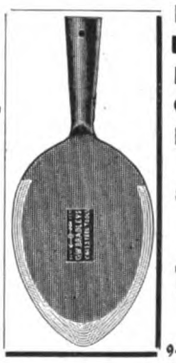
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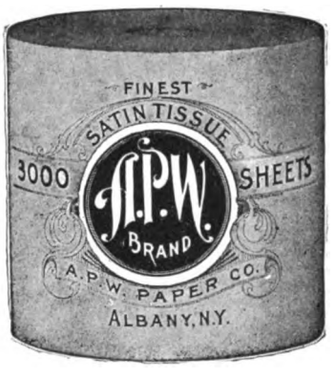
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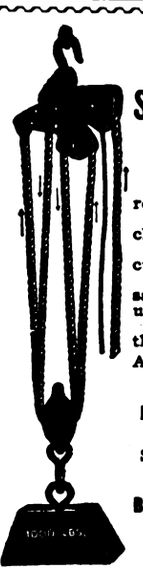
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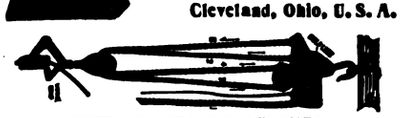
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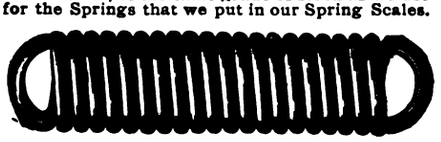


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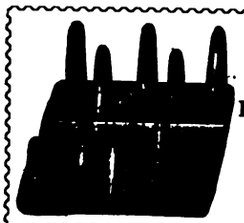
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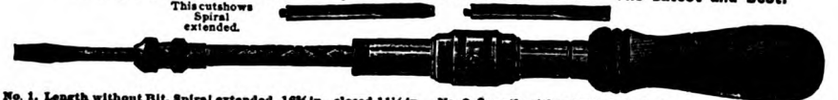
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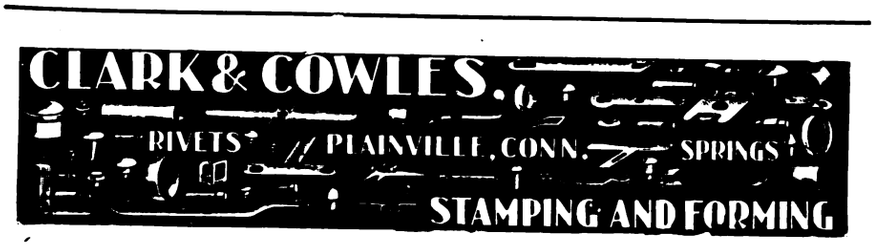
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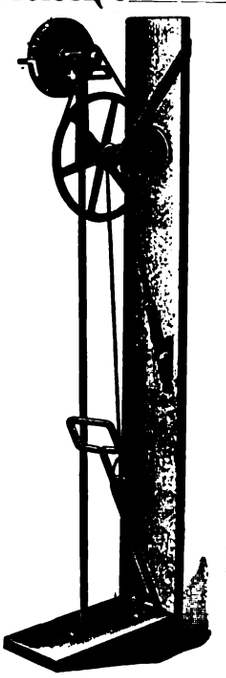
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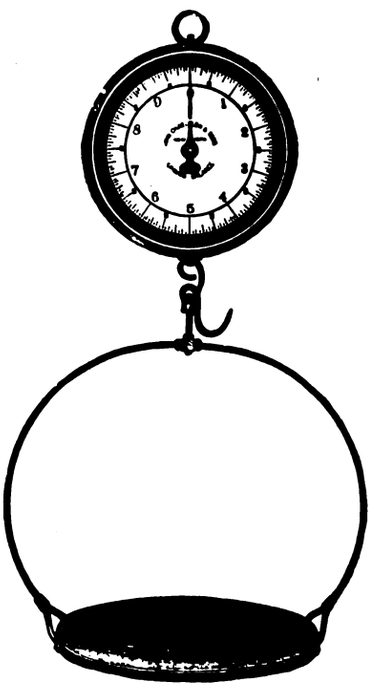
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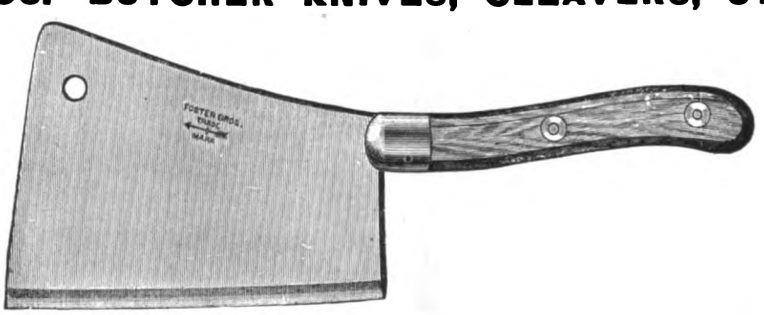


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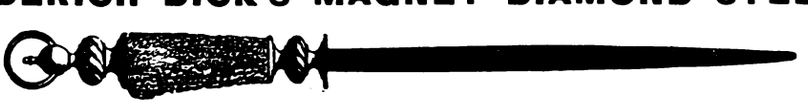
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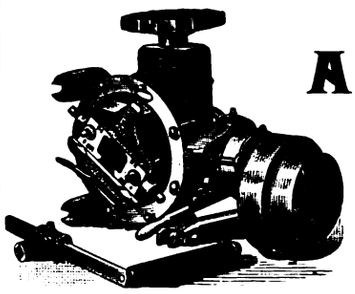
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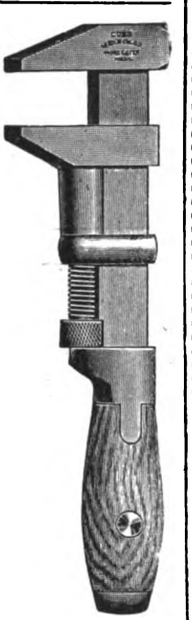
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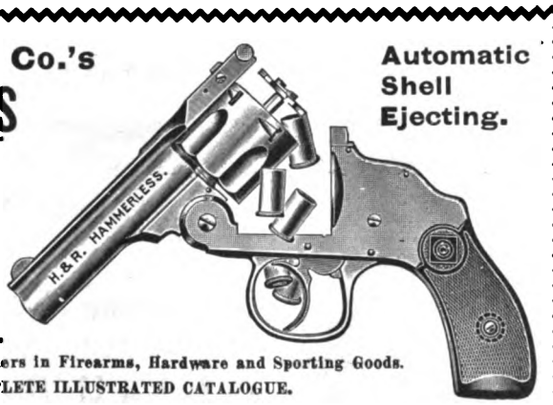
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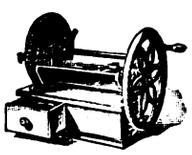
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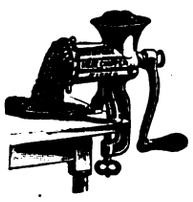
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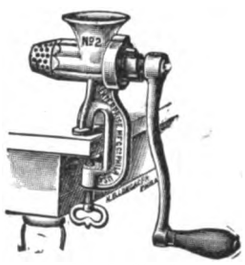
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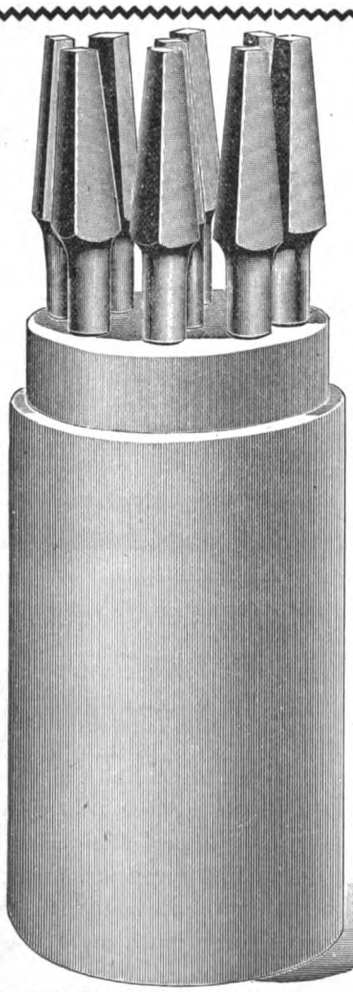
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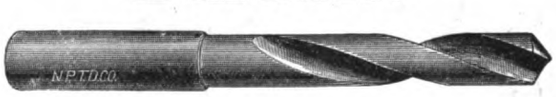
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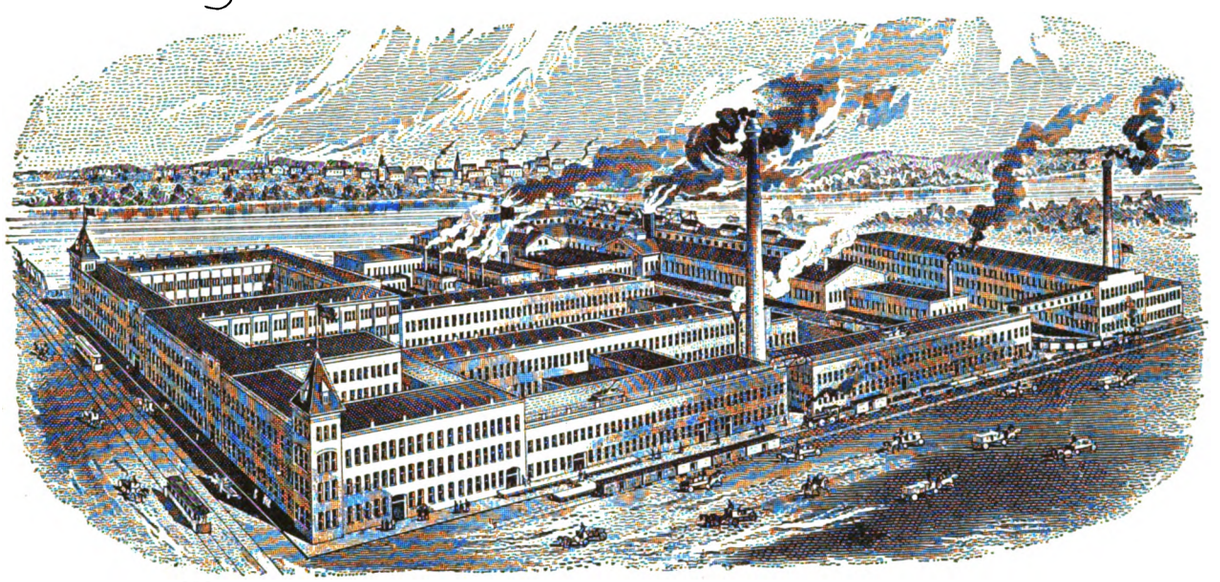
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We supply more of the trade than all others, and we solicit correspondence from Hardwaremen who are looking up the Sewing Machine business.

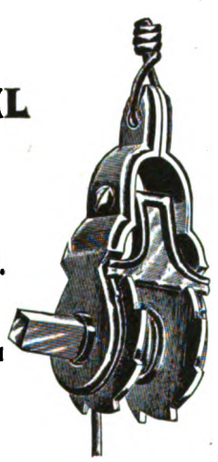
NATIONAL SEWING MACHINE CO.,

93 Reade Street NEW YORK. | BELVIDERE, ILL. Address Correspondence to the Home Office. | 49 Jackson Boulevard, CHICAGO.

We Want the Earth and We Want it Fenced in.

THE

ELECTRIC DROP STEEL FENCE RATCHET.



Absolute Satisfaction Guaranteed.

THIRTEEN REASONS

Why the Electric Drop Steel Ratchet should commend itself to you.

(Thirteen is a lucky number you know.)

1st. It is simplest.
2nd. It is the lightest and strongest.
3rd. It is the most compact and rigid; no loose parts.
4th. Will tighten any length of wire desired.
5th. Adjustable to expansion and contraction.
6th. Can be attached to any point on the wire.
7th. It will tighten the wire uniformly because it draws equally from each way.
8th. Can also be used as a post ratchet by attaching a wire loop in the end to encircle the post.
9th. Can be used on any kind of post, either wood or iron.
10th. No extra expense in preparing posts, which is necessary when post ratchets are used.
11th. When wire becomes loose or sags from use, it can be instantly tightened.
12th. No special wrench required; any wrench on the farm will operate it.
13th. The most important feature; it can be bought for Less Money than any other good ratchet on the market.

MANUFACTURED BY

Electric Oil Stove Co., JACKSON, MICH.

FACTORIES AT HOMER, MICH.

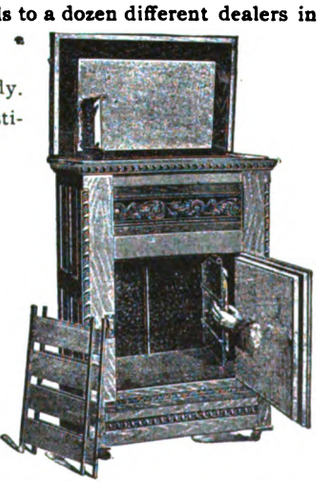
Baldwin Refrigerators.

1900

SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are "right-up to-now." "Baldwins" are not sold under a dozen different names or labels to a dozen different dealers in one town.

Our catalogue is ready. It will pay you to investigate.



Baldwin Refrigerator Co.,

Burlington, Vermont.

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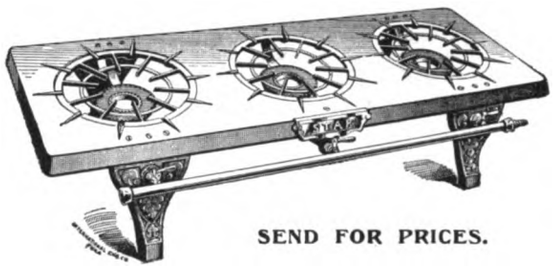
THE STAR HOT PLATE.

Highly Polished Nickel, or Plain Finish.

Improved Heat Circulation.

Perfect Gas Combustion.

No. 2--Two Burners. 12x23½x7 inches high. No. 3—Three burners 12x34¼x7 inches high. Feet 24 inches apart on No. 3 Stove. Grates 8¼ inches in diameter. Burners are low with direct flame, insuring economy and efficiency.



SEND FOR PRICES.

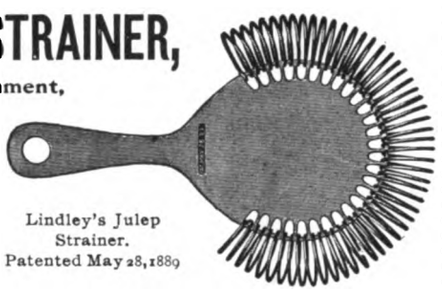
T. B. HARKINS FOUNDRY CO., BRISTOL, PA.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. . . . . Send for price list. . . . . .

Sample Prepaid, 50 Cents.



Lindley's Julep Strainer. Patented May 28, 1889

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,
RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.

Its Corporate Mark

Is among the oldest, and now over **200 YEARS** old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,
93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

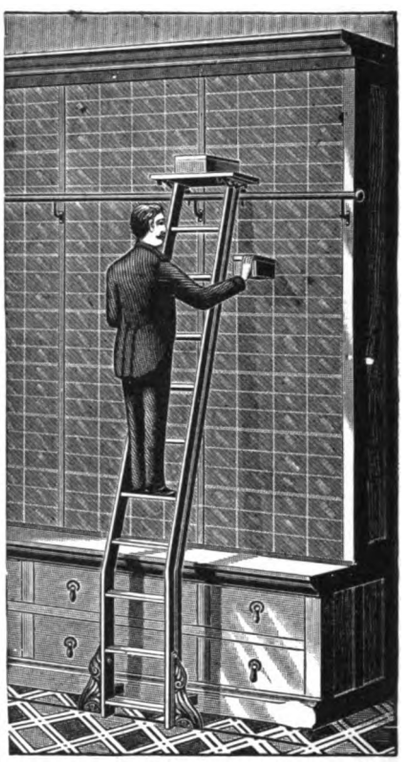
JOSEPH RODGERS & SONS, LIMITED,	BEST CUTLERY IN THE WORLD.
PEUGEOT FRERES,	HORSE AND TOILET CLIPPERS.
COATES CLIPPER MFG. CO.	
ELEY BROS., LIMITED,	CAPS, WADS, CARTRIDGE CASES, ETC.
L. HUGONIOT TISSOT,	FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
ISAAC GREAVES,	SHEEP AND GARDEN SHEARS.
W. K. & C. PEACE,	GRASS HOOKS, SCYTHES AND STRAW KNIVES.
R. & J. LINACRE,	GRASS HOOKS, SICKLES, ETC.
WEBSTER & HORSFALL,	PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO, ALEXANDER FRAZER & CO., JONES & CO.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

65 RANDOLPH STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place New York City.
New York and vicinity, E. J. HUSSEY & CO., 80 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland, Oregon.
Texas and Southwest, EN. ROY, Dallas, Tex.

ESTABLISHED 1774.

HIGH GRADE AUGER BITS.

(BLACK TWIST)

JOB T. PUGH, PHILADELPHIA.

COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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ARTISTIC BRONZE GOODS.
"VASSAR" CYLINDER LOCKS.
FINE BIT-KEY DOOR LOCKS.

Reading Hardware Co.,

New York.
Phila.
Chicago.
READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.

PELOUZE SCALE & MFG CO.
Scales
HOUSEHOLD
COUNTER
MARKET
CANDY
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SCALES



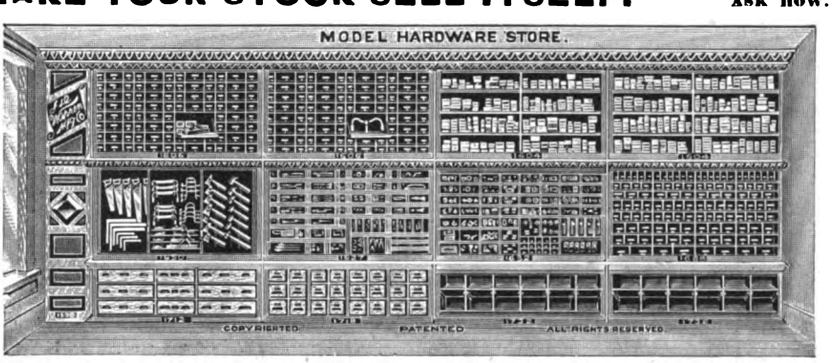
AMES SWORD CO.,
CHICOPEE, MASS.
MANUFACTURERS OF
Patent Perfection Padlocks.
All sizes, ½ in. to 2½ ins. Send for Catalogue.

UNDERHILL, CLINCH & CO.,
GENERAL HARDWARE,
94 Chambers Street, NEW YORK.
Coldwell Lawn Mower Company's LAWN MOWERS ...All Sizes.
O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, &c.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.
English Riveted Scythes, Grass Hooks and Shuffle Hoes.



COATES CLIPPER MFG. CO.
Worcester, Mass., U. S. A.
MAKERS OF
Hair Clippers
ALL KINDS UNDER THE
COATES PATENTS.
Power Clippers, both hand & mechanical
Anti-Friction Horse Clippers.
Barbers Adjustable,
The best made.
-:-SEND FOR CATALOGUE.-:-

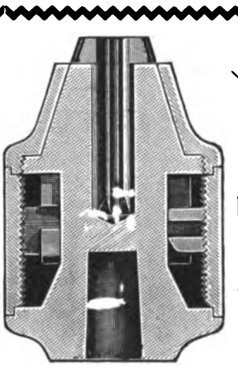
MAKE YOUR STOCK SELL ITSELF. WRITE AND ASK HOW.



BECAUSE WE MADE IT SO.
EXPERT DESIGNERS OF HARDWARE SHELVING.
J. D. WARREN MFG. CO. CHICAGO.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

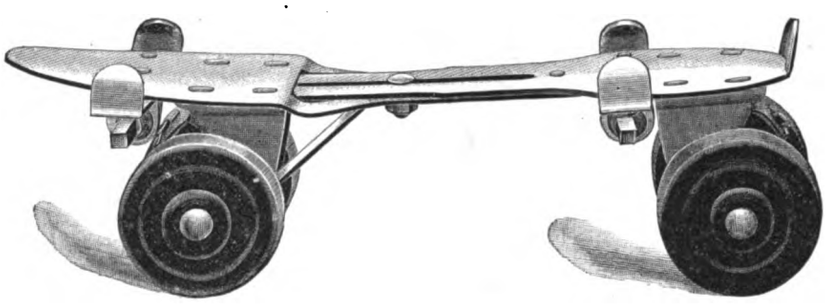


The WEIR "Model" Drill CHUCK.
Powerful Grip. Perfectly True.
SEND FOR CATALOGUE.
DOEBLER MFG. CO.,
MIDDLETOWN, CONN.

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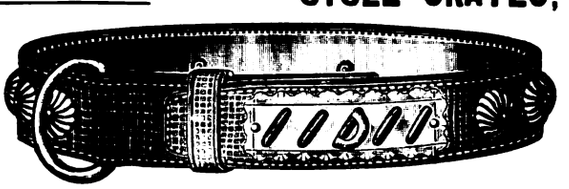
UNION HARDWARE CO.,

TORRINGTON, CONN.



ROLLER SKATE, Plain or Roller-Bearing, Hemacite Wheels. **CYCLE SKATES,**

DOG COLLARS,
MUZZLES and
LEATHER GOODS.



SHELL LOADING TOOLS and GUN IMPLEMENTS.
MALLETS, HANDLES and WOOD GOODS.
TACKLE BLOCKS, ICE SKATES, ETC.

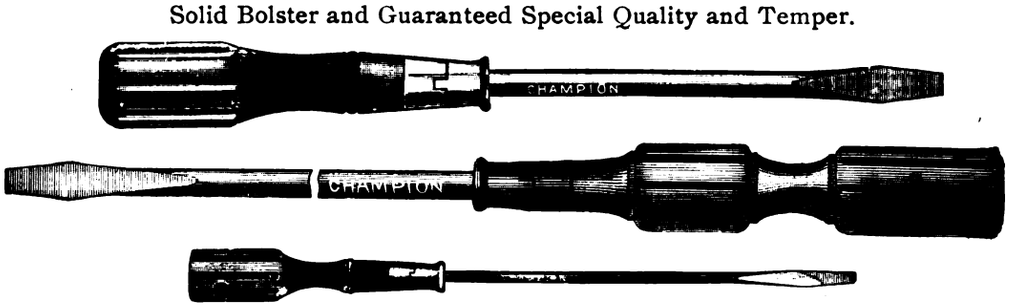
New York Office, 95 Chambers Street, in charge of TOWER & LYON.



Fine Tools and Hardware Specialties.

TOWER'S CHAMPION SCREW DRIVERS.

See that the word "CHAMPION" is on each Screw Driver. None others have our Solid Bolster and Guaranteed Special Quality and Temper.

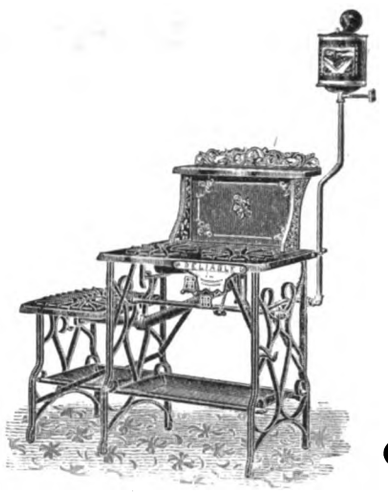


IMPROVED CLARE'S PATTERN EXPANSIVE BIT.

Superior Adjustment of the Cutter by means of the Immovable Spring Cap Plate. Shank Graduated for Depth. Superior Finish.

TOWER & LYON, 95 Chambers St.
NEW YORK.

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1900



Our constant aim has always been to make

RELIABLE STOVES AND RANGES

THE VERY BEST THAT SKILL AND BRAINS CAN PRODUCE.

Our Facilities are Unequaled.

Our Plant the Largest and Best Equipped.

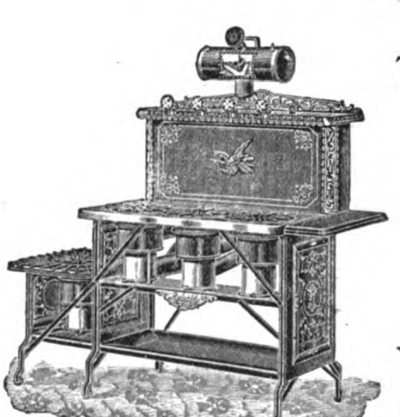
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Our Materials the Very Best.

Our Machinery the Very Latest.

WRITE US.

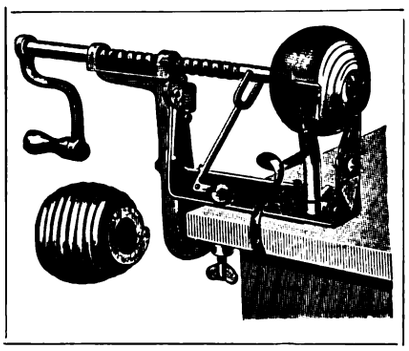


THE . . .
SCHNEIDER & TRENKAMP CO.,
CLEVELAND
AND
CHICAGO.



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1864--Thirty-Six Years.--1900



WE have had an experience of thirty-six years in manufacturing Apple Parers, and think we are safe in saying we make a larger variety and more than all others combined. We make machines to pare, pare and core, and pare, core and slice, for hand and power, varying in retail price from below $1.00 to $20.00 each; and, if there is a real demand for an Apple Parer we cannot supply, we don't know it.

This illustration represents our White Mountain Parer, Corer and Slicer; a first class family machine at a small cost. It is stronger and better than any one of the imitations, and don't cost any more. We make a specialty of Apple Parers for Evaporators.

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GOODELL COMPANY,

New York Office, 10 Warren Street. ANTRIM, N. H.



...FREE

To anyone for the asking

1900 Catalogue, showing complete line

Tinners' and Roofers' Supplies.

Large Stock, Great Variety, Prompt Shipments. GET OUR PRICES.

BERGER BROS. CO.,

231 AND 237 ARCH STREET, - PHILADELPHIA

Factory—3114-16-18 and 20 North 17th Street.

Improved Quick and Easy Rising Steam, Electric and Hand Power



ELEVATORS

Send for Circulars.

Kimball Bros, Council Bluffs, Ia.

No. 1013 Main Street.

CHAMPION FLY TRAP.



Largest and Best Trap in the market.

Write for Special Prices.

Hunter's Siftres.

THE BEST IN THE WORLD.

The Genuine Hunter Sifter.

Electric Light and Hunter's No Name Sifter.

The only Sifter with a loose cap on the handle, so as to clean out the flour that accumulates in it while Sifter is in use.

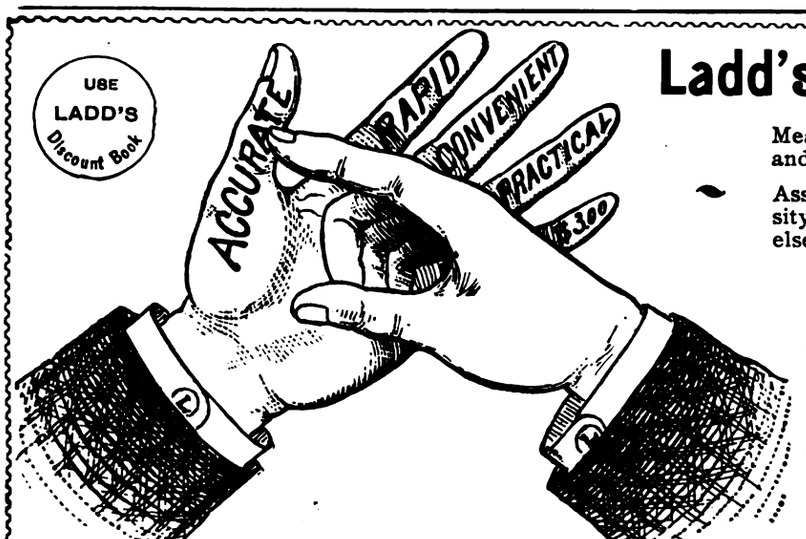


Write for Special Prices.

THE FRED J. MEYERS MFG. CO., - - Hamilton, Ohio, U. S. A.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of HARDWARE more and more every day. Our advertisement in the same has proved an exceedingly good investment.



Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - $3.00.
DOUBLE INDEXED, - - 4.00.

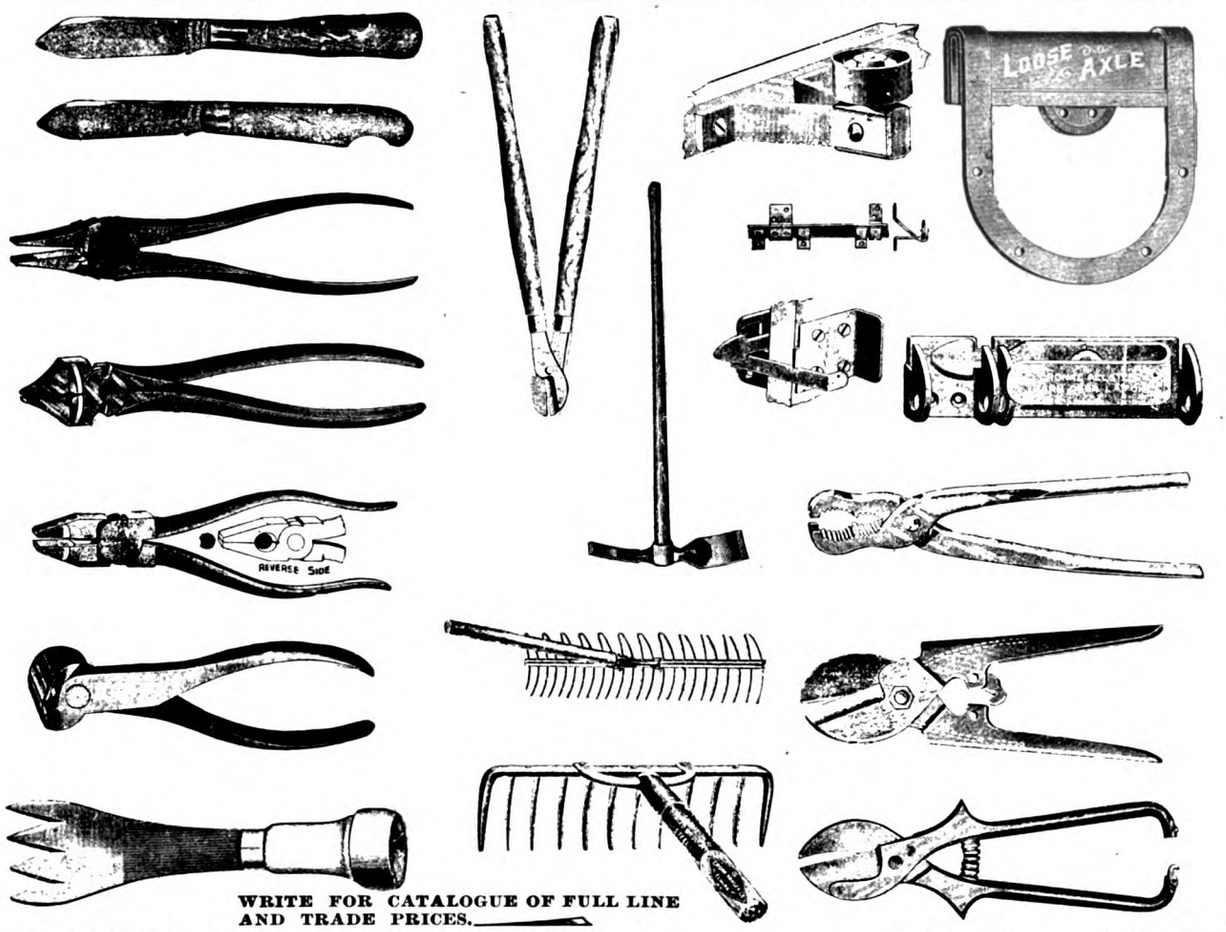
Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

275 Broadway, New York.

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SOME OF OUR SPECIALTIES.



WRITE FOR CATALOGUE OF FULL LINE AND TRADE PRICES.

CRONK HANGER CO., - - - Elmira, N. Y.



No. 4.

The "DOMESTIC" SEWING MACHINE HAS THE HIGHEST REPUTATION.

It Wins the Dealer.

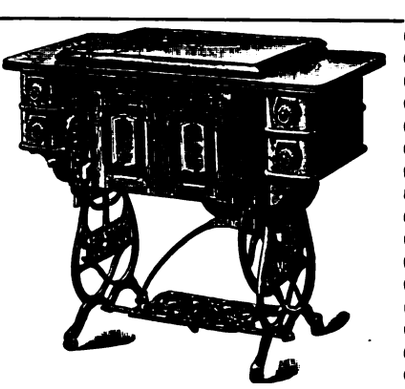
It Wins the Customer.

It Wins the Heart of the Housewife.

It Smooths Out Wrinkles.

It Makes Happy Homes.

It is a Profit Winner for the Hardware Trade.



In Oak or Walnut.
In Fancy Wood.

If you are after Success write us.

The New Domestic Sewing Machine Co.,

16 and 18 Exchange Place, - - - - NEW YORK.

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CATALOGUE FREE



GET OUR REDUCED PRICES



WELL TANK & SPRAY PUMPS

HAY CARRIERS, FORKS, PULLEYS &c.



F. E. MYERS & BRO.
ASHLAND, OHIO.

BUY A BANNER GAS LAMP.



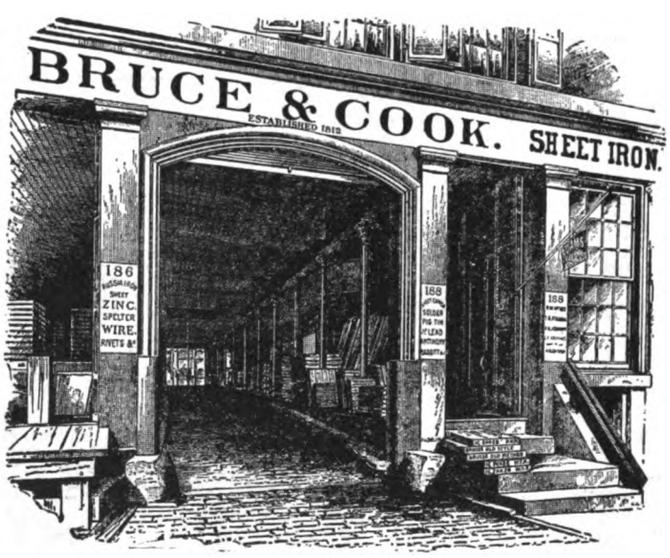
WHEN NOT KEPT BY DEALERS, WILL BE SENT CHARGES PREPAID ON RECEIPT OF PRICE.

BRUCE & COOK,

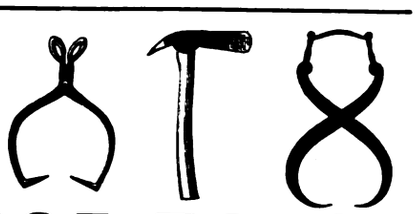
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned.
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

ORNAMENTAL GATES AND FENCES
• ARTISTIC DESIGNS •
CAT'LOG FREE



DOW WIRE WORKS CO
LOUISVILLE, KY.

An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

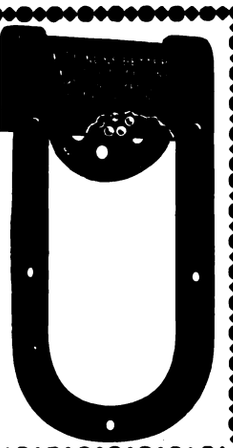
You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

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"NONE BETTER"
STEEL DOOR HANGERS.

Track & Stay Rollers.

.... Hinges & Butts.



Our Goods are all right. - - - Our Prices are all right.

McKINNEY MFG. CO., Allegheny, Pa.

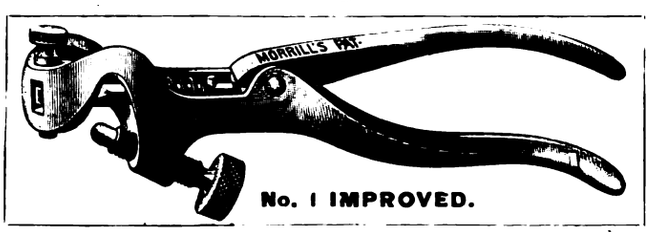
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK.

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.

TRADE ⊕M⊕ MARK.

Registered, Pat. No. 20,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

LAWN MOWERS.

"New Model,"
"New Model High Wheel,"
"Rival,"
"Rival High Wheel,"
"O. K."
"Excelsior Roller,"
"Excelsior Horse,"
"Royal Blue Ball-Bearing."



Write us for Prices and Catalogue for 1900.

Ghadborn & Goldwell Mfg. Co., Newburgh, N. Y.

WE WANT AGENTS TO SELL OUR **IRON FENCE**

The largest manufacturers of Iron Fence in the United States.

Architectural and Ornamental Iron Work, Jails, etc.



THE STEWART IRON WORKS,

Write for Catalog H. ——— Cincinnati, Ohio, U. S. A.

FULL VALUE FOR YOUR MONEY.

Apollo,	-	$35.00 List
Vesper,	-	30.00 "
Devon,	-	25.00 "

All with Guaranteed Tires and up-to-date features.

BICYCLE SUNDRIES,
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Edw. K. Tryon, Jr., & Co., *Philadelphia.*

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Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"
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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



No. 40.

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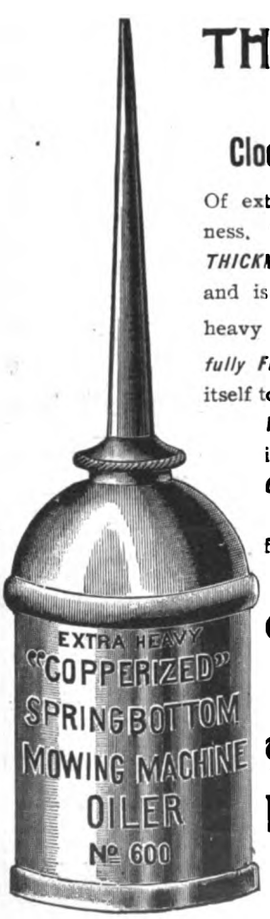
THESE are paints especially prepared for household work—re-touching old work or for small jobs of new work that can easily be done by the handy person of the house. Dealers will find a ready sale for them; they are attractively labeled, and put up in convenient sizes; half pint, pint and quart cans. Made in twenty colors, also black and white.

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Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy **"Swedch" Steel,** *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR SPRING DELIVERY.

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BRIDGEPORT, CONN. . .

P. & B. Ruberoid Roofing.

The acknowledged STANDARD among Ready Roofings. While "Imitation" is conceded to be "the sincerest flattery," reputable dealers should be on their guard against imitation goods claimed to be "as good as"

RUBEROID.

No Roofing ever placed in market has approached its record of years of commendation from all who ever used it. The wrapper about the roll must bear the trade-mark and the words

"RUBEROID ROOFING."

Write for full description, samples and prices.

The Standard Paint Co.

81-83 John Street,
New York.

CHICAGO OFFICE:
189 Fifth Avenue.

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HARDWARE

The fifth annual meeting of the Texas Hardware Jobbers' Association will be held at Galveston, June 18th and 19th. A full attendance of members is anticipated.

The Hotel Pfister has been selected as headquarters for the convention of the National Association of Credit Men and the sessions will be held in the banquet hall. Registration, etc., will be held in the club room, and the committee will be in attendance Monday, June 11th, from 4 to 10 p. m., and Tuesday, June 12th, from 8 to 10 a. m.

Milwaukee is an ideal summer resort, having the benefit of cool, invigorating, bracing lake breezes. The celebrated Spring of Waukesha, the popular summer resorts of Oconomowoc and Lake Geneva, the famous Dells of the Wisconsin and Devil's Lake, are all within easy reach of the city, and are visited annually by thousands of tourists.

Fredonia Hardware Co., Fredonia, Pa., have recently succeeded to the old-established Hardware business of D. B. Robins; they respectfully request that jobbers and manufacturers of specialties will forward catalogues, price lists and other information having reference to shelf and heavy Hardware, stoves and tinware, agricultural implements, sporting goods, etc.

By a strange perversity which sometimes annoys even a well disposed advertiser, the "ad." of the Torrent Pump Co., Cleveland, Ohio, manufacturers of rubber pump buckets, etc., appeared in the columns of our previous issue with an erroneously placed cut, not illustrating the advantages claimed for their improved product. In this issue both cuts will be found properly attended to and present features of interest worthy of comparison.

At the regular meeting in May of the board of governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club: Charles A. Hauck, Hardware Board of Trade, 4 Warren Street, New York; John H. Robinson, 253 Broadway, New York; E. H. Schley, 256 Broadway, New York; Frederic N. Stanley, Stanley Rule and Level Co., New Britain, Conn.; Joseph Van Cleft, Newburgh, N. Y.; Frank L. Wilcox, Berlin Iron Bridge Co., East Berlin, Conn.

The William Schollhorn Co., New Haven, Conn., desire that the name of their company may not be confounded in any way with the National Shear Co., who have been recently suffering financial embarrassment. At the formation of the National Shear Co. their shear business was sold to the combination outright, and they have since devoted their efforts to the manufacture of Bernard's Patent Pliers and tools, having achieved great success in the distribution of these popular goods.

There is every reason to believe the convention of the Southern Hardware Jobbers' Association, which will convene on June 13th, 14th and 15th at the Hotel Chamberlin, Old Point Comfort, will be one of the most enjoyable from every point of view ever held under its auspices. The officers have endeavored in every possible way to add to the comfort and increase the enjoyment of the assembled delegates, and a more unique spot to hold a convention of this kind it would be difficult to find. This being the tenth annual assembly, more than the usual interest is taken in it, completing as it does a decade of usefulness well remembered by its delegates. Many interesting papers will be read and considered; a number of manufacturers will assist in its harmonious proceedings, and as many of those intending to be present will bring their wives and daughters to grace the occasion, it will ever be remembered as an episode of Southern hospitality and business fraternity combined.

The paints and varnishes manufactured by Harrison Bros. & Co., Inc., Philadelphia, Chicago and New York, are offered in such an infinite variety that up-to-date dealers should find no difficulty in making a satisfactory selection from them for their stock. They comprise a line of ready sellers that has been prepared especially for doing small jobs of painting and retouching domestic requirements by the handy person of the household. Porch chairs, garden seats, flower pots, bicycles, buggies, wagons, etc., can be brightened up and improved by their use, not only making the article painted look well, but at the same time helping to preserve it. The progressive dealer who is on the lookout for something to sell that will naturally increase his profits should find it in the "Harrison Paints and Varnishes."

In the Building of Varied Industries at the Paris Exposition one of the noted attractions is the exhibit of the Bissell Carpet Sweeper Co., which is more especially prominent because of the display of their unique Ferris wheel, which has been pronounced in this country to be one of the most skillfully contrived electric attractions that has ever been made prominent as an advertising medium. The Bissell Carpet Sweeper Co. occupies an extremely prominent space at the Paris Exposition, and their exhibit is very assiduously looked after by their courteous Paris manager, Mr. Hermann. There is a possibility that another mechanical attraction of importance may be added to the Bissell Company's exhibit before the Exposition closes.

F. E. Kohler & Co., Canton, Ohio, advise us that they have licensed the Eureka Digger Co., of Chicago, Ill., and Iwan Bros., of Streator, Ill., to manufacture the post-hole diggers under their patents. These letters patent they claim prove that all diggers having handles not meeting, but held apart by any sort of device, so that when the shovels stand parallel, or where the handles stand apart throughout the entire length between the vertical planes of the shovels and the central vertical line, are infringements of their patents. The companies above named, after consultation with legal experts, decided that said claim was a just one, and preferring an amicable competition sought the proper license to avoid friction. F. E. Kohler & Co. state they feel that several other parties are infringing on their rights under said patent, and unless claims are admitted and settled, it may be necessary to make the United States courts decide the matter.

Among orders received recently by the J. D. Warren Mfg. Co., of Chicago, for improved Hardware shelving, was one for a nice outfit for Hauser & Parsons, of Franklin, Minn., which is their second order. Other good orders for store equipments were from the Moorhead Hardware Co., Moorhead, Minn.; Wm. Krombach, Keystone, Iowa, and W. S. Daskam, Houghton, Mich. The Warren Mfg. Co. are now making the first shipments of the $7000 outfit for the Gray & Dudley Hardware Co., at Nashville, Tenn., recently noted in our columns, which is now receiving the finishing touches at the factory. Additional shipments will follow in car-load lots as rapidly as possible during the month. The factory is still crowded with orders calling for immediate attention.

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HARDWARE

VOL. XXI. JUNE 10, 1900. NO. 5.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The business transacted by many of the jobbers during May came in the nature of a surprise to most of them. There was a well-defined fear that the drop in the price of nails, which was of the most pronounced character imaginable, followed as it was by the numerous concessions of a more conservative kind from manufacturers of the iron and steel products from pig iron up, would seriously affect the customarily steady demand for goods from the retail trade during May.

Confidence, however, was not destroyed; consumers purchased as their wants became known, with but little hesitation; those in the retail trade not overburdened by surplus stocks, bought freely from the jobbers, many of whom had stock of some kind heaped up waiting for an opening. The various trade disturbances in the shape of strikes for "fewer hours and more pay" seemingly "scotched," if it didn't kill, the general business, in the localities largely affected by these erratic impulses of the pipe-dreaming laborer; but the business for May stiffens the sinews of traffic, and the prosperous farmer again becomes the head of the procession.

The reconsideration given early in the spring to the lessened demand for plain and barb wire, which resulted in the low quotations being normal in April, has been a godsend to the jobbers and retailers alike. Such an immense business followed the reduction in price that the large surplus stocks held by the manufacturers were wiped out of existence; a well-managed scarcity followed, making the entire trade clamorous for the delivery at once of their belated orders, in order to realize the profits they had already calculated as earned. That condition of affairs rushed orders for other wire products not suffering from any decline; and screen doors, window screens and wire cloth became difficult to obtain, even at prices that under ordinary conditions would be regarded as prohibitive.

One of the most gratifying things to chronicle is the fact that, in obedience to the demands of the trade, emphasized as it was at the Pittsburgh convention last fall, the American Steel and Wire Company have announced their return to the old terms of "60 days or 2 per cent cash in 10 days." This enables the nail business to return fully to its wonted channels of delivery, and no longer compels the jobber to wait 60 days for the returns on his own sales of nails, allowing 2 per cent. discount for cash, while compelled to pay for his purchases in 30 days, under a 1 per cent. rebate only, for prompter remittance.

This 2 per cent. cash discount feature of the Hardware trade should not be discouraged by either the jobber or manufacturer; it is a premium for prompt payment worth considering, and a great discouragement to those of small capital doing too much business to the square inch, and coming to grief inevitably at some later day when the financial sunshine fails to keep the clouds away.

There have been a few minor changes which have not affected the market seriously. The manufacturers are not desirous of swapping discount sheets while crossing a season. Where raw materials find a sufficiently well developed demand in time for next season's production, great reductions need not be apprehended, but our productive greatness has of late been so remarkably accelerated by constantly increasing facilities, we must have a steady demand, well developed markets, and orders booked ahead, or else production must be suspended in spots, mills closed, hands left idle and an ingrowing fear of a cloudy future, to give the buyers in our industry moments of uneasiness not to be wondered at.

The concentration of our productive power in the hands of a few large organizations, makes this state of affairs when deemed necessary, possible at short notice. There no longer exists the desire to make up a surplus stock and sell it for some profit or none, in order to keep things at the factory in normal condition.

The export outlook is studied with intelligent care, as the most desirable means of keeping our home demand in steady running order; and having in view how essential it is for the trade as a whole to have prices maintained within reasonable limits, when unloading becomes essential to even up full stocks, some concessions are apt to be made abroad before they are quoted in the domestic markets.

Our Colonial Prosperity.

Exports from the United States to Cuba, Porto Rico, and the Hawaiian, Philippine and Samoan Islands will reach $45,000,000 in the fiscal year which ends with the present month, and will be more than three times as much as in 1896 and more than twice as much as in any year of our commerce with those islands except in the years 1892-3-4, when reciprocity greatly increased our exports to Cuba and Porto Rico. To Cuba the total for the fiscal year seems likely to be fully $25,000,000, against $7,530,000 in the fiscal year 1896 and $24,157,000 in the great reciprocity year 1893, when exports to that island were more than double those of five years earlier. To Porto Rico the exports of the year will be in round terms $2,600,000, against an average of $2,750,000 in the reciprocity years 1892, 1893 and 1894, when exports to that island were double those of earlier years. To the Hawaiian Islands the total for the year will be about $15,000,000, or five times as much as in 1893, nearly four times as much as in 1896 and more than double the total of 1898. To the Philippines the total for 1900 will be about $2,500,000, or more than in the entire fifteen years since 1885, the date at which the first record of our exports to the Philippines was made by the Treasury Bureau of Statistics. To the Samoan Islands the exports of the year will be about $125,000, or nearly as much as in all the years since 1896, at which date the official record of our exports to those islands began.

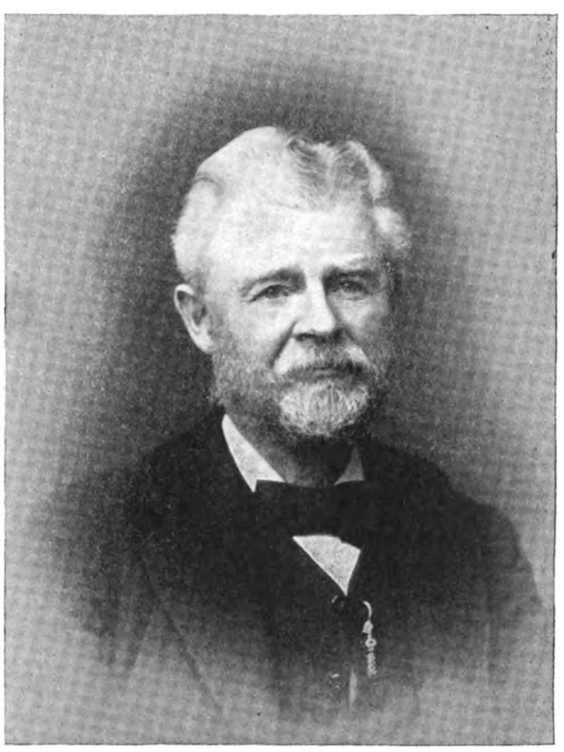
On the import side, Cuba begins to show something of her old-time strength as an exporting island, as the total imports into the United States from Cuba for the full year will

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show a total of $31,000,000, against $15,000,000 in 1898 and $18,500,000 in 1897, though they still are less than half the average for the reciprocity years 1892, 1893 and 1894, when our imports from that island averaged over $75,000,000 per annum. From Porto Rico the imports of the year will be $1,350,000, which is less than the total for any preceding year since 1880, and is presumably due to the destruction by last year's tornado of the crops which supply Porto Rico's chief articles of export. From the Hawaiian Islands the imports for the full fiscal year will be $21,000,000, or double the average annual importation for the period prior to 1896 and 20 per cent. higher than in any preceding year, while from the Philippines, despite the war conditions, which reduced producing and exporting power, the imports will be larger than in any year since 1894.

Death of Ebenezer L. Cooper.

Ebenezer L. Cooper, a veteran Hardware man, well and favorably known to the active Hardware trade for a number



EBENEZER L. COOPER.

of years beyond the memory of the oldest of his associates who survive him, died in Stamford, Conn., on Sunday, May 27, from heart trouble. He was seventy-nine years old. A son and daughter survive him. Born in New England, 1821, he came to New York in his seventeenth year and was apprenticed to the Hardware business for three years, in accordance with the prevailing custom in the early days of the industry, spending those few years of his life with Samuel I. Hunt, whose brick store had just been erected on the corner of Vesey and Greenwich Streets. This building was afterward occupied by Peter Duryee & Co. for a number of years, and was eventually swallowed up in the extension of West Broadway. He graduated from there at a later date to accept the position of clerk with Kissam, Bryce & Jones, who were then (about 1842) at 228 Pearl Street, in which street and in Maiden Lane and vicinity the centre of the Hardware jobbing district was at that time located. This firm was succeeded by William & James Bryce, Mr. Cooper remaining in their employ until 1862. He became interested subsequently in the commission Hardware business at 14 Beekman street, and still later at 51 Murray Street, being associated with a Mr. McKenzie, who was formerly in the employ of the Bryces. He also represented for a time the Miller Bros' Cutlery Co., being at that period their New York representative. About 1867 he became the general manager of Coffin, Lee & Co., an old Hardware jobbing house, on Warren Street, doing business with the Southern States previous to and after the Civil War.

The opportunity came to Mr. Cooper in 1878 to receive from Washington the important appointment of government inspector and examiner of supplies furnished on contracts with the Indian Department, a highly responsible and honorable position, to the duties of which he brought the experience of a lifetime, accompanied by a training in the detailed and comprehensive knowledge of its requirements possible to but few men in the Hardware industry. This fact was acknowledged by his retention in this position for seventeen years, through administrations which, although of opposite politics, admitted the necessity in some places under the government of letting the best man win. In all the years officially devoted to the interests of the government, both in Chicago and New York city, no decision of Mr. Cooper's ever met reversal, and when, his health failing in 1895, being in his seventy-fourth year, he was compelled to resign, the government, upon accepting his resignation, made note of the fact above mentioned and referred to his inflexible honesty and trustworthiness in language not usually accompanying such papers of acknowledgment.

Mr. Cooper was a man of steady and industrious habits, extremely methodical and systematic in all his work, thoroughly informed in every branch of the Hardware business from the ground up, having made a study of every stage from a knowledge of the metals which form the materials to the mechanical experience necessary to obtain the finished product. His memory was of a superior kind, and he rarely forgot any of the details of a transaction in which he participated. He was possessed of an incorruptible honesty, undeviating convictions of right and wrong, with a firmness and steadfastness of principle which formed a bulwark against many of the temptations that assail one whose strength of character is an unknown quantity. The fact that Mr. Cooper held the responsible position under the government for the long period he did was the best indorsement of his fidelity to the interests of the government which the records of this department have ever shown, he having devoted the best years of his life to a single industry, which claimed all his sustained efforts and makes his memory deserving of a commemoration which this tribute hopes to subserve.

Kearney & Foot Files at Paris Exposition.

Kearney & Foot Co., 100-102 Reade Street, New York, have a very handsome exhibit of the products of their works at



FIG. 1.

the Paris Exposition. The main exhibit, Fig. 1, will be found in Group XI., Class 65, of the United States Hardware Exhibit, located in the gallery of the Palace of Mines, Champ de Mars. As this exhibit is composed entirely of K. & F. files and rasps, 1550 in number, we are pleased to present

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herewith illustrations of the same. They exhibit a wonderful degree of artistic excellence, considering the material from which they are composed, which certainly is much more prosaic in character than these handsome displays give evidence of. The elaborate cut, Fig. 1, shows a display space 8 feet wide, by 6 feet 6 inches high. The auxiliary exhibit, Fig. 2, will be found in Group IV., Class 22, United States Collective Mechanical Exhibit, on the ground floor of Palace of Machinery and Electricity, Champ de Mars. The size of space taken by this display is 6 feet high by 3 feet wide. The care and attention given to this exhibit by this well-known concern impels them to send invitations to their friends and customers, which read as follows: "You are

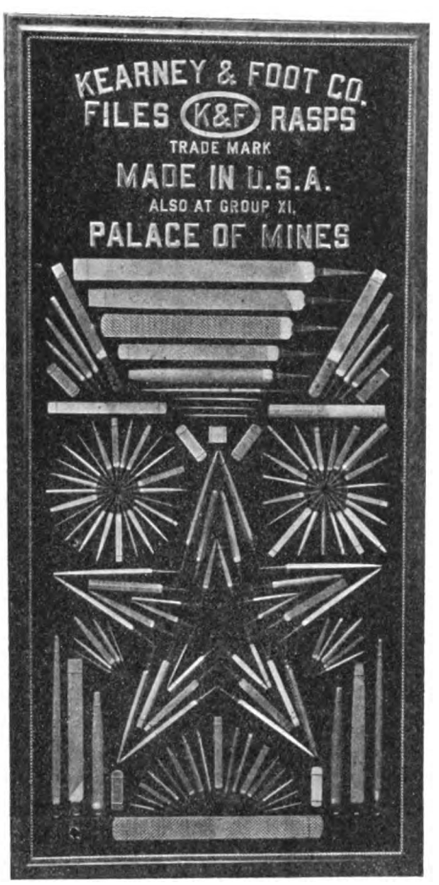


FIG. 2.

cordially invited to visit our exhibits at the Paris Exposition, April-November, 1900," and we have no doubt the invitations will be largely availed of by those who receive them.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—I have an agreement with a firm as their agent in New York State. The firm is composed of two or three members. My agreement reads as follows: "The firm of A, B, C & Co. hereby appoints ——— agent, etc." It is signed "A, B, C & Co., by A." Is this binding upon all the members of the firm, or should each member have signed it? The partner B and I have had a personal disagreement, and he has persuaded his partners to break their contract with me, on the ground that A acted without B's consent.

REPLY.—A contract signed as you have described would bind each member of the firm of A, B, C & Co. A partner is the general agent of his copartners, and as such his contracts are binding upon each member of the firm. As against third parties one partner cannot deny the authority of his partner to do an act within the scope of the partnership business.

QUESTION.—A debtor sends to his creditor, whose claim is unliquidated, a check, stating that it is in full payment of the account existing between them. The creditor accepts and uses the check. The creditor notifies the debtor that the check is not sufficient in amount and sends a bill to the debtor showing a balance due, after crediting the check. The debtor maintains that no balance is due and claims that the check is payment in full of the account. The creditor contends that a balance is due and owing, and recognizes the check only as a payment on account. What are the rights of the parties?

REPLY.—A state of facts similar to the facts in question arose in Reynolds vs. Empire Lumber Co., in which the Supreme Court refers to Fuller vs. Kemp (138 N. Y., 231) and Messoig vs. Tomlinson (65 Hun., 491), upon which two cases the court bases its decision. The cases hold that where a check is given and accepted, as set forth above, the creditor cannot afterward claim that the debt was not paid in full, even though he notify the debtor that the check was not sufficient in amount.

QUESTION.—For the last three years I have leased a building from an estate, and have sub-leased the upper portion of the building. It became necessary to make some repairs on the walls of an adjoining house, which extend above the roof of the building I occupy, and with which I have nothing whatever to do. In making these repairs the workmen tramped across the roof of my premises, and in so doing injured the roof, a discovery that was only made some days after the workmen had finished, the immediate cause of the discovery being a severe rainstorm, that caused a loss to my tenant who occupied the upper floor of the building of several hundred dollars, whose goods, being of a delicate character, were easily ruined in the rain. My tenant appealed to me to make good his loss, and I have appealed to my landlord (the estate), which refuses to do anything, and refers me to the contractor whose men were the direct cause of the trouble. The contractor denies his liability. Where does my remedy lie?

REPLY.—Your right of action is against the contractor and the employer of the contractor. These parties were under a duty not to injure either yours or your tenant's property, and they are legally responsible for such injury. Your tenant should begin an action for damages against the contractor and his employer.

QUESTION.—A certain party made a verbal agreement with me, under which I was to be paid a certain weekly salary for soliciting orders. In addition to the salary, I was to receive a percentage on the net proceeds of all sales. Though this was a verbal agreement, its terms were not, and never have been denied, by the party who employed me; now, the sales made by me amounted to more than $2,500, upon which there was presumably a profit of at least $1,000, the nature of the goods being such that profits were bound to be unusually large. When the transactions had been completed, however, the employing party claimed that no profits whatever had been realized, and that, therefore, I was not entitled to any percentage over and above my salary. The employer refused to give me detailed bills of his expenses in connection with the matter, and threatened me with personal violence when I insisted upon receiving a statement. Several unbiased experts have agreed with me that the profits must have been sufficient to entitle me at any rate of percentage to $400. Can I compel my employer to issue a statement to me?

REPLY.—Under the circumstances of this case, as they are presented to us, we are of the opinion that you could bring an action against your employer for an accounting. If you can establish your agreement, and by so doing your right to a percentage of the profits of the business, the amount of which is not known to you and is known to your employer, you would be entitled to an accounting.

"Ruggles, how old are you?"

"If I'll tell you will you agree not to ask any more questions?"

"Yes."

"Well, I'm on this side of fifty."

"From which side are you looking at—Oh, I forgot."—

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Unparalleled Record in Exportation of Manufactured Goods.

An exportation of $40,000,000 worth of manufactures in thirty days is a record unparalleled for American manufacturers. That is the record for the month of April, 1900. The details of the April exportations—just completed by the Treasury Bureau of Statistics—show that the exportations of manufactures during that month were by far the greatest of any month in our history and within a fraction of $40,000,000. This gives assurance that the exports of the fiscal year which ends with June will considerably exceed $400,000,000 and be nearly three times as much as a decade ago. This phenomenal increase in exportation of manufactures is especially striking when compared with the progress made by European nations, our rivals in the attempt to supply the world's market with manufactured goods. Great Britain's exports of manufactures show but slight increase since 1890, and an examination of the export record of the principal European countries fails to disclose an instance in which the increase has been as much as 25 per cent., while that of the United States meanwhile has been more than 150 per cent.

An examination of the details of our own exportation of manufactures shows that it is in the production, manufacture and exportation of metals that we seem to excel. The history of nations and peoples shows that great groups of people frequently excel in certain industries, and the growth of our exportation, as well as our domestic production of manufactures, seems to point to metals as our most successful line of work, especially at the present time. In 1889 manufactures of metals formed less than 20 per cent. of our total exportation of manufactures, and in 1900 will be about 45 per cent. of our exports of manufactures. The increase in exportation of metals and manufactures thereof in the decade 1889-1898 was 339 per cent., while the increase in the exportation of all manufactures in that time was but 110 per cent., and the increase in manufactures other than those of metal during that time was but 55 per cent. In this statement of the exportation of manufactures of metals only those articles composed exclusively of metals are included, those made up in part of metals, such as railway cars, agricultural machinery, etc., being included in the other manufactures. The rapid increase in the exportation of manufactures of metals is shown by the fact that the exports of brass and manufactures thereof in 1889 were but $321,137, and in 1900 will reach $1,700,000; instruments for scientific purposes increased from $1,033,338 to $2,770,803, and in the year about to end will reach nearly $6,000,000; copper and its manufactures, which amounted in 1889 to $2,348,954, will be more than $50,000,000 in 1900; iron and steel increased from $21,156,077 in 1889 to $70,406,885 in 1898, while in the fiscal year 1900 it will exceed $100,000,000.

Another interesting fact developed by the examination of the figures is that the European countries, in which manufactures have been long established, furnish as satisfactory a market for our manufactured goods as do the countries where manufacturing has not yet been largely developed. In reapers and mowers, clocks and watches, sewing machines, bicycles and the various manufactures of iron and steel, and many other articles of the higher grades of manufacture, the European countries in which manufacturing plants and machinery and skilled workmen abound furnish a market for a large share of our exports, thus failing to justify the expressed fear that a development of manufactures in countries where we are now seeking a foothold for our commerce would destroy their value as a permanent market.

In this attempt to show the growth of the exportation of each article in every direction it has only been practicable to measure the growth by values, as the varying value of the units of quantity designated by a common name would prove confusing and misleading. A statement of the number of watches, clocks, sewing machines, typewriters, electrical instruments, mowers and reapers, carriages, articles of glass and chinaware, builders' Hardware and miscellaneous articles of cotton and woolen goods, for instance, in which the value of units ranges from a few dollars to hundreds in a single class, would convey no information for comparative purposes and does not supply any facility for measuring the real growth of the industry or the commerce in it, as does the simple statement of total values by classes. On the other hand, the well-known fact that prices of nearly all classes of manufactured goods have greatly decreased, by reason of cheapened and improved methods of production, renders a mere statement of values somewhat misleading in an attempt to determine the actual increase in the exportation of numbers or quantity of nearly all articles.

As already indicated, the largest growth in our export of manufactures is in those of metals. The largest class of manufactures of metals exported is that of iron and steel. In 1880 the export of manufactures of iron and steel was $14,716,524, and in 1900 will exceed $100,000,000, or more than seven times that of 1880.

In no feature of our export trade has there been a more remarkable growth during the decade than in rails for railways, especially those of steel. The total exportation of iron rails in 1889 was but seven tons, and in 1898 2,769 tons, the value rising from $240 in 1889 to $37,150 in 1898. In steel rails, however, the growth was even more remarkable, the number of tons exported in 1889 being 7,398 and in 1898 229,783, while the value increased from $235,387 in 1889 to $4,613,376 in 1898, and in the fiscal year 1900 seems likely to reach $8,000,000. This increase has been especially marked during the past three years, the exports of steel rails in the fiscal year 1896 being $540,797, those of 1897 $2,482,208, and those of 1898 $4,613,376, those of 1899 $5,298,125, while the first ten months of the present fiscal year show a gain of about $2,000,000 over the corresponding months of last year. While this rapid increase in due to a generally increased demand, the countries showing the most marked growth in their purchases of steel rails from the United States are Russia, Canada and Japan.

Prolonging the Life of Farm Machinery.

Most farming tools are used during only a fraction of the year. Diversified farming requires a great variety of tools and agricultural implements. The average farmer lays these aside in a hurry, and generally neglects to oil the polished parts of plows, spades, sickles, etc., and when he again wants to use them he finds, to his annoyance and cost, that they do not work well, are sometimes out of order, and perhaps need slight repairs. Valuable time must then be spent to put the machinery in proper working condition. A few hours spent on rainy Fall or Spring days, or in the winter, when outside work cannot be carried on, might have saved him time which in the busy season means many dollars. A great percentage of agricultural implements rot or rust out instead of wearing out. Money used in building sheds, under which wagons, mowers, binders, seeders and the like may be sheltered, is well spent and soon proves to be a paying investment. But little skill is required to keep ordinary farming machinery in excellent condition. Few farmers are so fortunate as to be blessed with a mechanical turn of mind, but every one can, by the expenditure of a small amount of time and a little care, prolong the life of machinery for many years.—*American Exporter.*

"I want to get one o' them things," said the old lady, pointing to an assortment of thermometers.

"Yes, ma'am," replied the dealer; "how high do you care to go?"

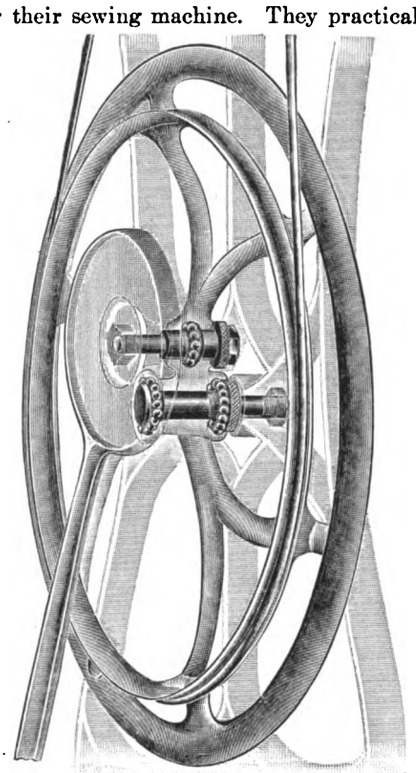
"Why, not too high and not too low. I want one that'll keep my house just right this summer."—*Philadelphia Press.*

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Improvements in Sewing Machines.

It is a universally acknowledged fact that the designing and manufacturing of bicycles, and the many ingenious devices designed for use in connection with them, have been the means of adaptation into other lines of manufacturing of improvements which otherwise might have taken years in proving inventive adaptability. This is especially true of those leading manufacturers in other lines who have also produced wheels. In line with this statement, we take pleasure in illustrating and describing herewith a ball-bearing flywheel and pitman used in the sewing machine manufactured by the National Sewing Machine Co., Belvidere, Ill.

This company, as is generally known, for many years have been extensive manufacturers of high-grade bicycles, their Eldredge wheel being as widely and favorably known as any that have held the market. The experience thus obtained with bicycle ball bearings very naturally led them along the line of application which resulted in the adaptation of a ball bearing for their sewing machine. They practically demon-



strated, by exhaustive tests, that a ball-bearing stand would run fully 80 per cent. lighter than the old style of construction, without ball bearings. In each stand of their make there are three separate and distinct ball bearings, containing, all told, forty accurately ground and carefully hardened steel balls. The balance wheel is supported on two sets of bearings, one on each end of spindle. The pitman, which transmits power from treadle to balance wheel, is fitted at its upper end with ball bearings. Many stands will be found fitted with wooden pitmans, having a round hole through the upper end, through which a plain stud passes, thus making a bearing which develops an unnecessary amount of friction. These improved stands are of the latest ribbon pattern, and particular attention is called by the company to the smoothness and brightness of the enamel finish, as well as to the casters on which the stands rest, which are all polished and nickel-plated. The machines are fitted with light, easy-running pedals, placed at the most desirable angle.

The great advantage of introducing ball bearings into a sewing machine stand must be obvious to every user, for certainly no person would now think of purchasing a bicycle without ball bearings, and it is equally certain that these bearings are of as much or greater importance in a sewing machine. In fact, the National Sewing Machine Co. make the claim, with apparent justice, that ball bearings applied to sewing machines form their greatest improvement in many years.

Imports of Tropical Products.

The people of the United States are paying a million dollars a day for tropical products used in manufacturing or food and drink, and most of which are produced in greater or less degree or can be readily produced in the islands which have come into closer relationship with the United States through the events of the past two years. The April Summary of Commerce and Finance, which has just been issued by the Treasury Bureau of Statistics, shows that in the 10 months ending with April our imports of tropical products have been over $300,000,000 in value, thus averaging fully a million dollars a day and indicating that for the full year they will reach $365,000,000.

India rubber, fibers, raw silk, cotton, gums, cabinet woods, indigo, ivory, dyewoods and certain lines of chemicals make up the share of this vast sum which the manufacturers of the United States take and require in constantly increasing quantities. The importation of raw materials for use in manufacturing has increased steadily and now forms more than one-third of our total imports, and the large proportion of this comes from the tropics. Of india rubber alone the imports of the 10 months amount to more than $27,000,000; of fibers, to $20,000,000; of unmanufactured silk, $40,000,000; of cotton, over $7,000,000; of gums, more than $5,000,000, while cabinet woods, dyewoods, indigo and ivory also aggregate several millions.

Of the constantly increasing proportion of imports of foodstuffs, sugar, of course, is first, and of that the proportion which comes from the tropics is vastly greater in the past year than in immediately preceding years, the Dutch East Indies, which lie just alongside the Philippines, being now our largest single source of supply for sugar. For the 10 months the importations of sugar are more than 80 million dollars; those of coffee nearly 50 millions; tea, nearly 10 millions; tobacco, 16 millions; tropical fruits and nuts, 15 millions; cacao and chocolate, 5 millions, and such other articles as spices, rice, olive oil, etc., add several millions to the total.

The Typewriter and the Eye.

There is the general opinion among oculists that the eye is much relieved by the general introduction of typewritten matter. A recent medical work upon diseases of the eye gives a great many proofs in substantiation of this opinion. The characters are so large on the keys that there is no appreciative strain on the vision, and when dexterity is attained the eyes can scarcely be said to be used at all. A vast strain is taken off the eye by writing with the typewriter instead of the pen, but the advantages of reading the typewritten matter are even more important, from a medical point of view, and the strain upon the hands is also slight. It is said that a person can work for eight consecutive hours, with slight interruptions, without the hands being conscious of fatigue. In using the typewriter the additional labor of focusing the eyes calls the muscles into undue use, and the result is that many defects of vision, which would not probably be discovered under normal conditions, are brought to the front.—*Scientific American.*

Charles Churchill & Co., Limited, 9 to 15 Leonard Street, London, who have been established since 1865 as engineers and importers of American machine tools, fine tools for mechanics and machine shop supplies, have recently issued a brochure giving detailed information regarding their several branch establishments located at 2 to 10 Albert Street, Birmingham; 52 Bothwell Street, Glasgow; 2 Charlotte Street, Mosley Street, Manchester, and Albion Buildings, Newcastle-on-Tyne. Illustrations are given, showing their several buildings and conveying a good idea of the immense business being transacted by this large importing house, together with portraits of the several managers. It is a handsomely printed booklet, showing taste and care in its construction that would attract attention in any part of the world to which it might wend its way.

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A TOW-HEADED BOY.

He was a tow-headed, freckle-faced boy, the kind of a boy you read about, but the kind you don't like to have around when you are calling on his sister.

He had arrived at the dignified age of ten years, an age when a boy—that is, the real, genuine article—is an uncertain quantity; when he has just begun to discover amongst other important facts that he is the possessor of great talent—one might say genius—in certain directions; in other words, that he has a calling, and this calling, when properly exercised, develops within his soul a sublime faculty of getting himself, and every one with whom he comes in contact, into trouble of some sort or other. Such a boy is full of surprises, most of them unpleasant. But he will occasionally display an unexpected trait of nobility in his character—"the leaven that leaveneth the whole lump"—the one redeeming feature of his complex nature that makes us forget all we have suffered from him, and love him just because he is a boy.

It was this same sort of a boy that was left by a frontier father and mother in charge of his little two-year-old sister during their absence on an errand of urgent necessity.

A neighbor, living some twenty miles away, had ridden up to the house in great haste early that morning, announcing to the good wife that her only sister lay at the point of death at her home fifteen miles away.

Death or sickness in a mountain section is of an entirely different aspect from death in a city. It is matter of concern to every man, woman and child in the particular neighborhood where it occurs. It is an appeal for help quickly and gladly responded to by every neighbor within reach, at no matter how great an inconvenience to themselves.

And it was such a summons that came unexpectedly to the parents of the tow-headed boy.

"We'll ride over there," said the man to his wife, "and do what we can, and get back this afternoon. The children will be all right if they stay in the house."

There was no other way out of the difficulty, and his wife reluctantly consented to the plan.

They gave the boy to understand that he must under no circumstances leave the house until their return.

The house, a rough log cabin, with one door and an unglazed window, stood in the center of a small clearing of about an acre and a half. This had been partially enclosed by a rail fence extending along two sides of the clearing, and leaving wide gaps at either end, where the bushes served temporarily as a continuation of the fence.

In the surrounding forest were many wild animals, and the parents of the boy fully realized the danger that threatened their children unless they were confined to the house, and nothing but the urgency of the case could have induced them to leave their home thus unprotected.

But the boy promised faithfully to obey orders and looked sufficiently impressed with the gravity of the situation to keep his word. As an extra precaution, however, his father fastened the door on the outside, and he and his wife rode rapidly away on their journey.

* * * * * * * *

Now the tow-headed boy was not averse to being left alone in charge of the whole place. There was a thing or two that had long needed investigating on his part, but owing to the eagle, and in his estimation, tyrannical, eye of his mother, he had been obliged to content himself with mere idle speculation; a boy, and especially a tow-headed boy, does not care for speculation. What he wants are the cold, bare facts.

So this boy proceeded to discover a few facts, and he learned several things, and did a few more which made him unconsciously stroke certain portions of his anatomy as he thought of what the future had in store for him. When his baby sister cried he dipped a piece of corn bread in the molasses jug and gave it to her to suck, which answered the purpose and kept her quiet.

He finally settled on some pictures that he had been told over and over again not to touch. His father had brought them home from one of his infrequent trips to town. They were only advertisements of certain sportsmen's goods, but to the boy they were beautiful works of art. The one that proved particularly fascinating was that of a boy, not much bigger than himself, with a gun in one hand and holding up a huge wild turkey with the other hand, a turkey almost as big as himself.

The boy studied the picture long and earnestly, then put it away and crossed the room, and stood gazing at his father's rifle hanging beside the fireplace. He had been informed many times of the exact nature of the punishment that would be inflicted upon his youthful person if he ventured to lay hold of this particular weapon. With that thought in mind he climbed up on a stool and took the rifle down and examined it. He knew that it was loaded.

If he were only outside perhaps he might shoot a turkey. He went over to the door and tried it. It was fastened and he could not move it. He sighed and glanced first at the open window and then at his sister, who seemed quite contented, and then back to the window again. Then he climbed up on the table underneath the window and looked out. How still everything was: a Bob White called to his mate, a squirrel scolded from the top of a big pine in front of the house, and way off in the distance the boy could hear a partridge drumming, but the sounds only seemed to intensify the stillness.

And then, somehow, before he realized it, the boy found himself outside the house. He was a tow-headed boy, and how could he resist when the Bob White and the squirrel and the partridge were all calling him? He removed the stick with which his father had fastened the door and opened it. Then he got the rifle and sat in the doorway, with the weapon across his knees. But this soon became monotonous, and he rose to his feet and commenced walking around a bit with the gun across his shoulder, stopping occasionally to aim at some imaginary turkey. He soon became so preoccupied that he failed to notice his little sister come to the door and toddle out into the yard and begin playing in a pile of sand near the house. He was having a beautiful time all to himself.

Suddenly, as he lay crouched behind a log, aiming at an imaginary "Injun," he became aware of a slight movement in the bushes, and then, to his surprise and consternation, the bushes seemed to part and a big, yellow colored animal crept out into the clearing. The boy wondered what it could be and decided that it must be a mountain lion. He had once seen a dead one. The animal had his eyes fastened on some object behind the boy. The latter turned slowly to see what it was, and was horrified to discover his sister playing in the sand outside the house. The lion, for such it was, was creeping slowly toward her.

And here is where the boy showed of what stuff he was made. He was frightened, badly frightened, but he realized that his sister's life was at stake. He rested the rifle on the leg in front of him and aimed, in a general way, at the

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beast and pulled the trigger. The lion bounded high in the air with a great cry of pain, rolled over and over on the ground, biting at everything within reach, and then lay quite still.

The boy had made a lucky shot. The recoil of the weapon knocked him flat on his back, and he lay there half stunned, expecting every second to feel the lion pounce upon him. He was brought to his senses by hearing a shout close at hand, and sat erect in time to see his father dash into the clearing, with his horse on the run, and then, before he knew it, he felt himself clasped in a mighty embrace and found himself in his father's arms, while his mother was performing a like act with the astonished baby.

"You little devil!" his father exclaimed. "What were you doing outside the house, and how'd you get out?"

"I don't know," the boy innocently remarked. "I guess it just happened that way."

* * * * * * * *

That evening, after supper, the tow-headed boy sat perched up on his father's knee, with the picture of the boy and the turkey clasped in his hands. He was enjoying to the fullest extent the novel sensation of being idolized as a hero, and was making the most of the situation.

"What does the printing say?" he asked his father, pointing to the card.

"It says 'His First Turkey,'" his father replied, "and the rest of it is about the kind of powder the boy used when he shot the turkey."

"Do you use it?" the boy inquired.

"No, my son," his father answered.

"Well," said the boy, "I guess it's better powder than yours, 'cause if his gun kicked as bad as yours did he wouldn't be looking so happy. Can't I have a gun, too?"

"That you can," said his father. "I'll go to town tomorrow and buy you one, and I'll send for some of this powder. See, I have the address of the firm that makes it. Here it is: '99 Cedar Street, New York City.'"

The tow-headed boy was the happiest boy in the whole world that night. "FAYETTE."

Safety of American Railroads.

There are 50,000 flagmen, switchmen and line watchmen employed on the railroads of the United States, and the duties which devolve upon them relate primarily to the security of passing trains. The use by them of lanterns at night and flags by day, while desirable in a small way as a means of protection, especially at crossings, is by no means so important as the signal lights which are displayed from towers and which are regulated by telegraphic communication maintained along the line of track. Under the signal rules adopted by the American Railroad Association, the application of which is general not only throughout the United States, but in Mexico and Canada as well, a red light, whenever displayed, signifies danger and calls for a stop; a green light cautions and commands "Go slowly;" white indicates safety and commands "Go ahead." A blue flag by day and a blue light by night displayed at one or both ends of an engine, car or train signifies that workmen are engaged on or about it. When thus protected it must not be disturbed.

One effect of the more general use of uniform signals has been the steady reduction of the number of fatalities on American railroads, the total number of which is now considerably less than it was ten years ago, though in the meantime railroad travel has increased enormously. The total number of passengers carried on American railroads in a year is not far from 600,000,000, and the number of fatalities to passengers averages less than 250, or less than one two-thousandth of 1 per cent. While the number of passengers carried is increasing, the number of accidents is diminishing, in consequence of the fact that, while some railroad accidents appear to be absolutely unavoidable, serious accidents, entailing the wrecking of trains and wholesale disasters, are very much less frequent that formerly. The adoption and maintenance of a complete system of railroad signals entail a considerable expense upon railroad companies, but it is much more than made up by the advantages attained, which include greater security in travel, a high rate of speed for passenger trains, a much diminished danger of track obstruction and a practical diminution in the number and success of suits brought for damages. The work of making travel safe on American railroads is going ahead even faster than is the work of railroad building, actively resumed since 1897.—*American Exporter.*

Utilizing Coke Waste.

Coke cinders have been piling up for many years, until there are immense pyramids of fuel of excellent quality scattered all through the coke region for which there has been no adequate method of utilizing. Many devices have been tried to place this waste in a form in which it could be used, and the usual plan has been to make briquettes, in which a composition of pitch has been the cement. This makes an unpleasant odor and disintegrates under an intense heat. An inventor of Connellsville has patented a binder which, it is claimed, has been tested thoroughly and with favorable results. His briquettes have been used in furnaces and foundries alongside of coke, and they last two-thirds longer than coke and burn from the outer circumference to the core, with no disintegration or breakage. They are easily ignited and there is no sign of smoke, burning with a clear flame. The cost of making the new briquettes is 28 cents a ton, and their low cost will be a factor in the use of coke at $3 to $3.85 a ton. An option has been secured on a big deposit of this waste cinder and the work of placing it in a marketable shape will be commenced soon.—*American Exporter.*

The Discoverer of Anthracite.

The Scranton, Pa., *Tribune* says: "The proposition to build a monument to the memory of Philip Guenther, the discoverer of anthracite coal, has again been taken up, with the probability that it will soon be accomplished. It is the desire of those interested that the monument shall be coal 'stone,' which has contributed much to the material and commercial wealth of the State, and especially to this section of it. Guenther, who first brought coal into successful use, lived in a rough cabin in the forest on the Mauch Chunk mountain, Carbon County. While in quest of game for his family, whom he had left at home without food of any kind, his foot stumbled against a black stone. By the roadside not far from the town of Summit Hill he built a little fire of wood and threw pieces of the supposed stone about it so that the embers might last longer while roasting fowl."

Bicycles on English Railway.

A new van for the carriage of cycles is being tried by the London and North-Western Railway Co. It has carrying capacity for forty-four cycles; and by an ingenious system of extending arms, which shoot out from hinged plates at the sides, and which are intended to hold the cycles in position, ample space is allowed for carriage of personal baggage between the machines. When not in use for the carriage of cycles, by simply folding back the arms on their hinges the whole of the space is available for the carriage of ordinary luggage. The van has three doors on either side, and at each end is a passage allowing the guard to pass through by the corridor system to another part of the train.—*The Engineer.*

An Englishman was once persuaded to see a game of baseball, and during the play, when he happened to look away for a moment, a foul tip caught him on the ear and knocked him senseless. On coming to himself he faintly asked:

"What was it?"

"A foul—only a foul.

"Good heavens!" he exclaimed, "I thought it was a mule."

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ITEMS OF INTEREST FROM EVERYWHERE.

It is estimated that in Paris 1 in 18 of the population, or 150,000, live on charity, with a tendency toward crime; in London this class is 1 in 30.

Canada will have 1697 exhibits, valued at $200,000, at the Paris Exposition. The display embraces horticulture, agriculture, minerals, timber—all natural products—manufactures and the government exhibits of fish and game.

As soon as a franchise is secured from the British Columbia Parliament work on a tunnel through Chilcoot Pass will be begun by the Chilcoot Co., which will expend $2,000,000 in the work, and building an electric railway from Dyea to Whitehorse.

An invention which promises to revolutionize the manufacture of brass castings has been perfected by a Detroit, Mich., inventor. With it two men are able to do the work of twenty-seven, and an average saving is effected of $20 a ton—about 75 per cent.

Switzerland imported 15,027 bicycles in 1898, the highest-priced ones ($65.30) coming from Belgium, and the lowest ($42.16) coming from America. The American wheel is admitted to be the best as well as the cheapest. Only 21 wheels were imported in 1895.

A railroad man says that there is no limit to the size of the American locomotive, and "as long as heavy rails can be secured, just so long will engines grow. Some of these days we will be using 200-pound rails and locomotives twice the size of those now in use."

India imported 359,000 tons of coal, coke and patent fuel in 1898-99, and produced 12 1-2 tons for every ton imported. There were 174 mines in operation in 1898, 158 of them being in Bengal. The product has quadrupled since 1886. Five years ago Bengal exported 235,000 tons, and in 1898 the figures had increased to 1,284,000 tons.

Some genius in Toronto, Ont., has devised a way to secure lumber yards located along streams or lakes from fire hazard. He proposes to make excavations well below the water level, after the fashion of dry docks, in which the lumber would be stored. Then, in case of fire, actual or threatened, the gates could be opened, the water let in and the lumber covered by it.

A recent German official report from Uruguay says: "Black and galvanized iron pipes are now being supplied by the United States, whose competition is becoming marked. American pipes, excepting the smallest sizes, have a metal cap for protecting the screw thread at one end of the pipes. This cap is considered to be superior to the English method of protecting the thread by means of rope."

At the Brooks Locomotive Works there has just been completed for the Lackawanna R. R. Co. a ten-wheel passenger engine that is claimed to be the largest ever built. It weighs 179,000 pounds without the tender, which, when loaded, weighs 120,000 more, making a total weight of 299,000 pounds, or nearly 150 tons. This monster is nearly 38 feet over all, and with the tender, 60 feet 10 inches. The length of the tender is 21 feet over bumper beams. The driving wheels are 5 feet 9 3-8 inches in diameter.

The total value of ships launched in Scottish waters in 1899 was not far from $70,000,000, and the value of the output of Scottish coal was $60,000,000, in each case the increase being more than 10 per cent. over 1898, a year of great achievements in production.

The world's record for turning out steel rails was again broken at the plant of the Illinois Steel Company on March 22d, when the day shift put out 1442 tons in twelve hours. The previous record for twelve hours was 1391 tons. Following the breaking of the world's record, the night shift turned out 1235 tons, making a total for twenty-four hours of 2677 tons. During the twenty-four hours the rolls were shut down one hour and fifty-seven minutes.

American shops turned out 2473 locomotives in 1899, the largest number they ever manufactured in one year and 598 more than were made in 1898. More than 25 per cent. of the number, or 534, were made for railway companies in other countries. Large as the output was—and it was fully equal to the capacity of the works—it was little more than sufficient to replace the engines which were worn out and discarded. There are about 37,000 locomotives in the United States.

The smallest coin now current in Europe, and the one having the least value, is the Greek lepton. The lepton is, according to the decimal monetary system, current in all countries belonging to the Latin union. Some idea of this valueless little disc of copper may be gathered from the fact that the lepton is the one-hundredth part of a drachma. The Greek drachma usually passes for the same value that a franc piece does, that is, it is about equal to 20 cents of our money.

In a German mine recently the utility of the electro-magnet for removing iron and steel articles from awkward places was shown. A bore was being sunk, and at a depth of almost 1000 feet the hardened end of the steel bit broke off. In order to get the broken piece of steel out, a soft iron bar, 5 feet long and 2.7 inches in diameter, was surrounded by a single winding of india-rubber-covered wire. It was then magnetized by means of a small dynamo and let down the hole and raised the steel to the surface without further trouble.

On January 1st there were on the farms of the United States, according to the figures of the government statisticians, 13,537,524 horses, 2,086,027 mules, 16,292,360 milch cows, 27,610,054 other cattle and 41,883,065 sheep. These figures do not include swine. There has been an increase in value during the year 1899 averaging $7.21 per head for horses, $8.60 per head for mules, $1.94 per head for milch cows and 18 cents per head for sheep, making a total increase during the year of nearly $216,000,000. The total increase during the past three years exceeds $570,000,000.

Typewriters are now made to use in all foreign languages, a large number of them being required especially for home consumption. The characters suitable for proper expressions are provided so that an equal facility for use can be cultivated by the operator in such languages as the Greek, French, Spanish, German and Italian. Our foreign Ministers and Consuls in all parts of the world demand typewriters that will write the language of the country to which they have been appointed, and Chinese, Egyptian, Turkish or Sanscrit could be provided with national characteristics, if required, by the exigencies of our commercial progression.

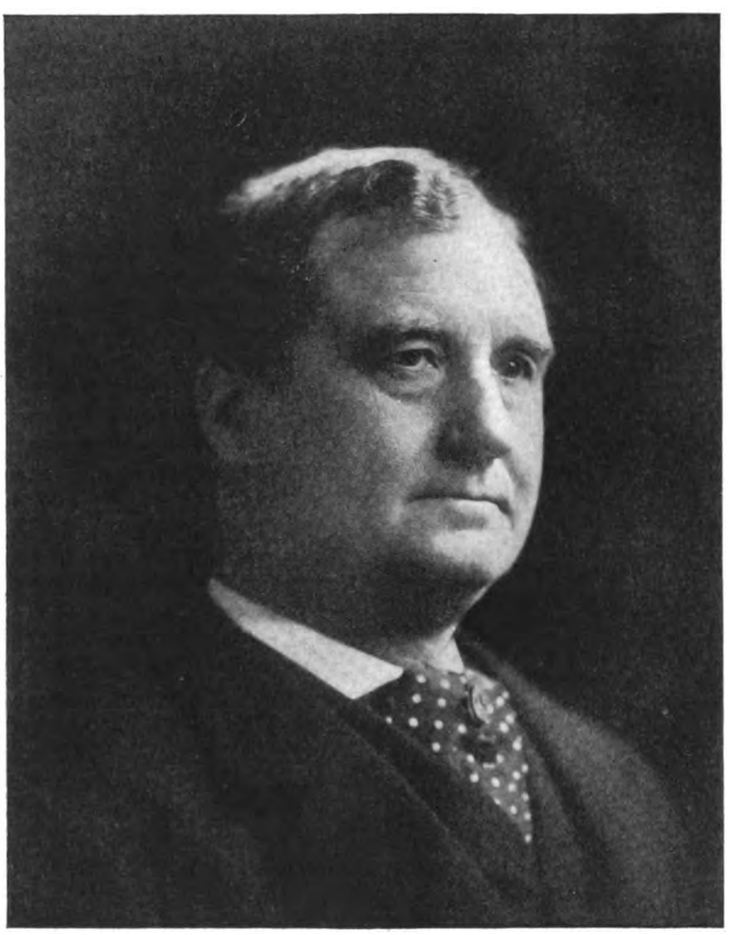
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THE PAN AMERICAN EXPOSITION, 1901.

PRESIDENT MILBURN.

PRESIDENT OF THE PAN-AMERICAN EXPOSITION.

John G. Milburn, president of the Pan-American Exposition, is one of the leading members of the New York State Bar, and his fame as a graceful, eloquent and forceful speaker is as wide as the nation itself. A close approach to the American ideal citizen, not only as regards his life and abilities, but in personal appearance as well, Mr. Milburn makes a picturesque and notable chief executive of the Pan-American Exposition. He was born in Sunderland, England, December 14, 1851. When eighteen years old he came to this country, beginning the study of law at once in the office of Wakeman & Watson, at Batavia, N. Y. He was admitted to the bar in 1874. In 1879 he became a member of the firm of Sprague, Milburn & Sprague, of Buffalo, a business arrangement which continued until 1882. The next year Mr. Milburn spent in Denver, but on his return, in 1883, he became junior member of the well-known firm of Rogers, Locke & Milburn. Mr. Milburn has always been conspicuous in public-spirited movements, and rendered the city most valuable service as a member of the Charter Revision Commission.



JOHN G. MILBURN, PRESIDENT OF THE PAN-AMERICAN EXPOSITION.

WILLIAM I. BUCHANAN.

DIRECTOR-GENERAL OF THE PAN-AMERICAN EXPOSITION.

The Director-General of the Pan-American Exposition, the Hon. William I. Buchanan, came prominently before the public when he took a leading part in the organization of the Sioux City Corn Palace Exposition Company. He became the moving spirit of that very successful enterprise, which proved to be a stepping-stone to larger responsibilities at the World's Columbian Exposition at Chicago. Here he became chief of the Departments of Agriculture, Live Stock and Forestry, his natural executive powers finding wide opportunity for their exercise and development. The success of those departments is without precedent. At the close of the Columbian Exposition President Cleveland appointed Mr. Buchanan United States Minister to the Argentine Republic. In this important field of diplomatic work he remained nearly six years, notwithstanding the change of administration at Washington. Mr. Buchanan's eminent efficiency and usefulness at his South American post was so generally recognized by the leading men of the Argentine Republic that a request for his retention there was favorably considered by President McKinley. During his mission he was chosen arbitrator by Chile and the Argentine Republic to settle one portion of their long-standing boundary dispute that had more than once threatened war between the two countries. The task was performed so successfully and the differences settled so amicably that, in addition to his receiving the thanks of both governments, a quantity of war equipments ordered from Herr Krupp, the famous gunmaker of Essen, Germany, but not delivered to the Argentine Government, was exchanged for many miles of railway materials to be used in developing the resources of Patagonia. Mr. Buchanan also negotiated

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the Commercial Convention between the Argentine Republic and the United States, and the extradition treaty with the same country now before the United States Senate. When the necessity for choosing a director-general of the Pan-American Exposition presented itself the directors saw in Mr. Buchanan the man possessing the qualities required for the successful development of such a giant enterprise. He was induced to abandon his foreign post and take up the direct management of the great work in which the people of Buffalo had so heartily enlisted. Mr. Buchanan has an intimate knowledge of the needs, the resources and conditions of Latin America, and the excellent progress making in all departments of the Pan-American Exposition shows him to be one who can view broadly the gigantic task before him and direct it with a master hand.



WILLIAM I. BUCHANAN, DIRECTOR-GENERAL OF THE PAN-AMERICAN EXPOSITION.

A Novel Feature of the Pan-American Exposition.

One of the chief attractions of the Pan-American Exposition, to be held in Buffalo in 1901, and one which has not been a feature of any previous exposition, will be a complete and comprehensive athletic carnival. For the purpose a magnificent Roman stadium, covering approximately 400,000 square feet, will be erected. The drawings for this structure show that the inclosure will not only be enormous in size, but it will be architecturally imposing. At the entrance there will be an ornamental building over 300 feet in length, surmounted by two towers of imposing height, and the entrance opening out on the arena will be over 50 feet in width. When this entrance is passed the grandeur of the building will be manifest, for the oval in the centre will be skirted by a quarter-mile track, and beyond that a tier of seats, capable of accommodating 25,000 people, will rise.

It was decided some time ago that great pageants and reviews could be held in this inclosure, and when the suggestion was made that the world's greatest athletes and sportsmen be brought together in a grand sport carnival the suggestion was seized upon and voted good. Recent developments in cycling circles make possible the holding of the world's championships in that branch of sport.

Another Branch House Opened by E. C. Atkins & Co.

E. C. Atkins & Co., of Indianapolis, Ind., who are extensive manufacturers of saws of all descriptions, find it necessary to open another branch house, this time at Portland, on account of the increased demand of their trade on the Pacific Coast.

The principal object of this branch house will be to exploit the Atkins band, circular and other mill saws, and also their special patterns of cross-cut saws. In addition to these, they will carry a full line of hand-saws, wood-saws and all other goods of their manufacture for the convenience of the trade in that section of the country.

In connection with this branch establishment there will be a large saw shop, for the purpose of manufacturing, finishing and repairing all kinds of circular saws, which shop will be in charge of skilled mechanics and will be equipped with the latest improved machinery, which will enable E. C. Atkins & Co. to meet acceptably the growing demand for their goods in that section.

The present agencies which have been representing E. C. Atkins & Co. on the Coast for some time past will continue to act in that capacity, namely: J. M. Arthur & Co., Portland, Ore.; The Western Machinery Co., Seattle, Wash., and Parke & Lacy Co., San Francisco, Cal.

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The Remarkable Properties of Nickel.

At a meeting recently of the Nickel Corporation of London, England, Whittaker Wright, in discussing the properties of nickel, said: In regard to the world's supply of nickel, there are only two sources worth mentioning at the present time, one being the Sudbury mines of Ontario, and the other the mines of New Caledonia. The Sudbury ores, containing as they do sulphide of iron, nickel and copper, the process of refining is complicated and expensive—further, the nickel produced is not of the best quality, as it contains traces of antimony and arsenic, which for nearly all purposes are very injurious when present in refined nickel. On the other hand, the New Caledonian ores, being hydrated silicate of nickel, free from copper, sulphur, or other injurious impurities, the refining is comparatively simple, and the quality of the nickel produced is of an exceedingly high grade, being in the greatest demand for all purposes. I feel justified in expressing the opinion that this corporation can produce nickel of the purest quality at less cost than it can be produced by any other company, and that you will in the near future practically control the nickel market.

It is now, perhaps, in order for us to inquire as to what are the properties of this metal, nickel, that it has suddenly come into such universal demand, and also into the purposes for which it is being used. From the answer to these questions you will be able to draw your own conclusions to the profitable character of the business in which you are engaged. It has been discovered that nickel has the property, when combined with other metals in given proportions, of increasing their tenacity, malleability and hardness. In fact, a wide series of tests made by many scientific investigators, have demonstrated that nickel, when combined with steel in the proportion of 11 to 15 per cent., gives us an alloy that may be considered practically a new metal.

Take the question of tensile strength, which I may illustrate by the youngster's play at "tug of war," where each side pulls its hardest at the opposite ends of the rope. The force exerted is the "tensile strain" on the rope. The point at which the rope would break, if sufficient force were applied, represents the "tensile strength." Substitute a bar of iron (one square inch in section) for the rope, and with sufficient force this would part when the strain reached 24 tons—a bar of steel would part when the strain reached 32 tons—but a bar of nickel steel, containing 11 1-2 per cent of nickel, would not part under a strain of less than 89 tons! The "tensile strength" of nickel-steel is, therefore, nearly three times that of ordinary steel, and nearly four times that of iron.

Perhaps more remarkable still are the results of "compression" tests that have been made. To illustrate this, let us take two bars (each one square inch in section), one bar of ordinary steel, and the other of nickel steel. Stand the bars on end, and place on the top of each a load of 100 tons. What do you suppose will be the result? You will find that the steel bar will decrease in length 55 per cent., or more than one-half its length, while the nickel steel bar will only decrease in length 1 1-2 per cent. This is, indeed, a startling fact, and demonstrates the wonderful power of resistance to compression possessed by nickel-steel.

I think, however, that perhaps, most remarkable of all to practical men, and certainly most to be appreciated by them, are the results of "fatigue" tests that have been made, or in other words, the "live strength." If you take a steel bar and fix one end of it in a vise, then pull the other end slightly towards you and let it spring back again, you think nothing has happened, but if you will repeat the operation again and again you will find that after you have done it for 200,000 times the bar will break. That is its ultimate resistance, its point of "fatigue," or the limit of its "live strength." But if you will add 5 per cent. of nickel to your steel bar—in other words, make your bar of nickel-steel—you will find that your bar will not break until you have repeated the operation about a million times, thus demonstrating the astonishing fact that the "live strength" of nickel-steel is five times that of the ordinary article.

In view of the merits possessed by nickel as briefly set forth, you will not be surprised to find that there is a steadily increasing demand for the metal. I need not enumerate all the purposes to which it is put, but will content myself with referring to the fact that nickel-steel has been adopted for armor-plates, guns, small arms, marine shafting, bridge girders, boilers and tubing of great variety. In the case of an average battleship where the question of weight is of such vital importance, a hull of nickel-steel means a saving in weight over one of ordinary steel of equal strength of some 500 or 600 tons, which is a material gain when the item of fuel alone is considered. R. M. Thompson a nickel expert, has estimated that if nickel-steel were used in all the ordinary steel parts of a battleship the cost would be increased but 2 per cent., while the actual value of the ship as a fighting machine would be nearly doubled.

A Supreme Court Justice's Views.

A Supreme Court Justice, who is an authority on the subject of consolidations and monopolies, and who declined to permit the use of his name, on the ground that a case of this sort might come before him, said of the effort to apply the law to a company recently subjected to much adverse criticism:

"It is very difficult to determine whether a so-called trust offends the stock corporation law against the creation of a monopoly. Every combination of capital is, in a sense, a trust. A partnership composed of a number of persons who consolidate their businesses and capital is a trust.

"Every department store is a trust. Every large corporation is a trust. There is a law in nearly every State in the Union providing for the creation of corporations. Many of the large railroads of to-day consist of the consolidation of many smaller ones that formerly had different names. Many of our large railroad corporations have either purchased or leased connecting lines. This is so notably with the New York Central, Delaware & Hudson, and, more recently, the Pennsylvania in acquiring control of the Long Island Railroad. These consolidations are all trusts, but have the direct sanction of law and are not supposed to constitute any 'unlawful restraint of trade.'

"Our title and guarantee companies are trusts and monopolies, and yet they have the express sanction of the State. Even the labor organizations are trusts, and very powerful trusts, who seek to dictate their own terms, not only as to compensation, but the hours of labor. The latter trust has become so powerful that Legislatures and high officials tremble at its power. Of course this is a figure of speech.

"It is difficult to draw the line between illegal and legal trusts. The purpose of the hearing before the Attorney General in the case of the ice trust is to ascertain whether it comes within the condemnation of the law or not. This will require very careful examination and the drawing of nice distinctions to determine whether it falls under the ban of the law or not, and to what extent. It may be legal in the main and illegal in some details that may not be of sufficient moment to warrant the State in acting."

Bicycles on Railroad Tracks.

The question of the right to use a bicycle on railway tracks has just come up for decision. A Minnesota man devised an adaptation of a bicycle enabling its use after the manner of the regular railroad tricycle. The question of the right of the railway company to prohibit the use of such machine is involved. In making answer to the inquiry the commission took the ground that the use of such a machine was in the nature of placing an obstruction upon the tracks of the railroad company, and, therefore, says the *Railway Review*, is expressly prohibited by law.

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American Workshops by an English Observer.

At a general meeting of the members of the Ipswich (England) Engineering Society, Mr. H. S. Jeffries, one of the vice-presidents, read an admirable paper, dealing with some American workshops and their machinery, American competition, and other matters. At the outset Mr. Jeffries acknowledged the hearty welcome with which all visitors are received in American factories, and continuing, he said: Generally, all the works throughout struck me as being extremely light, airy, and cleanly kept. Brown & Sharpe's works at Providence, employing some 1600 to 1800 hands, is a model factory in cleanliness, tidiness, and system. The shops, some of which are four stories high, are beautifully light and airy, and well ceiled, and the walls and floors perfectly clean. The tools are painted a nice clean color, in uniform style throughout, and the number and maximum capacity of each tool is clearly marked upon it.

I also noticed in this factory that all the men without exception, were wearing very clean overalls, and I was told that at the end of the week all the men's dirty overalls were left at the works, and that the firm arranged to have them washed for the men, charging them with the cost; of course, in this way, the cost to the men was much less than it would have been otherwise. This arrangement was in no way compulsory, and was instituted solely for the men's convenience. Baldwin's people told me that their experience with electrical driving had been very satisfactory. They found that the cost of the upkeep of the dynamos and motors was about covered by that of the shafting and belting, and in addition to the extra convenience from the separate driving of the various tools they found they could save about 20 to 25 per cent. in boiler power by their being enabled to use large central engines and do away with the shafting and belting and long steam pipes. Their shops, like most American shops, were extremely well served with electric overhead cranes, varying from 5 to 100 tons lifting capacity, and traveling up to 300 feet per minute. These cranes were made by Sellers, the Shaw Co. and the Morgan Co. At the time I was at Baldwin's they, like most of the other American factories just then, were far from busy. The week I was there their wages bill for 3081 men amounted to $39,138, i. e., an average of about $13.25 per man for 60 hours. They were then building locomotives at the rate of about 45 per month. In the ordinary way they complete a locomotive in about three weeks after the boiler comes into the erecting shop.

The system of tool rooms is wonderfully well organized and carried out in the best machine shops in America. I found this system of providing tool rooms had been carried out in many workshops in England and Scotland and I was pleased to observe on a recent visit to Messrs. Reavell's Works at Ipswich, that they had adopted an up-to-date tool room system. In foundry work I saw nothing very new or striking. On repetition work moulding machines are used, made on much the same principle as those we have on this side. I noticed that in nearly all foundries the castings were "pickled" in acid, and there was little or no use made of "rumblers" such as are employed on this side. Beyond the longer life it gives to the tool edges, I personally see no advantage in "pickling" over "rumbling" castings, and there is no doubt that in castings containing many cores, such as engine cylinders, the rumbling is preferable, as by this means the sand cores are loosened and fall out, thus saving the trimmers' work. The labor cost of "rumbling" castings is no more than in "pickling" them, and besides this the expense of the acid is saved. In the forge departments I especially noticed the excellent work that was being done under the drop stamping hammers. The boiler work I saw in the States was certainly not up to the standard of this country.

In one of the large locomotive works, in which otherwise they turned out good work, most of the flanges were done by hand and all the rivet and stay holes punched; the water space stayholes were, however, rhymered on afterwards, when the firebox was riveted into the boiler. Pneumatic tools were used throughout this boiler shop for rhymering and tapping the stay holes and putting in the stays as well as for caulking. I noticed in this shop that in many of the boilers for use in their own country they were putting in steel tubes and steel firebox plates, as is common in the States. In nearly all the works I was in, the standard hours of work were 60 per week, from 7 to 12, and 1 to 6. No Saturday half-holiday. In the majority of the shops there was no hard-and-fast system of piece work or day work; the men made their own individual arrangement with the foreman, as suited them mutually best. There is no restriction whatever on the amount of wages earned, or the output of work, by either master or men, the best men who could turn out the largest amount of profitable work being paid the highest wages, and it was no uncommon thing to see one man working three, four, or even six machines.

The Americans are born improvers, as the American patent records prove. They are always ready to try improvements, and are never afraid of giving a trial to new ideas, and this characteristic is one reason for their success in life; the mere fact of many of these new ideas turning out failures does not discourage them from trying others. Many of our factories here have been established a long time, and, although we cannot pull all our shops completely down and rebuild them throughout, according to the latest ideas, we can keep them properly arranged, and see that our tools are kept up-to-date, and that the work in our factories is properly organized, and that the best methods of working are adopted; and I also firmly believe that the British workman can do every bit as good a day's work as his American cousin, and I see no reason whatever why, with the free use of the best appliances, he should not be able to bring his output up to the latter's level.

Foreign Markets for American Manufacturers.

Preliminary to the work of enlisting interest among Wisconsin manufacturers in the Pan American Exposition which is to be held at Buffalo in 1901, the Wisconsin Board of Commissioners recently appointed by Gov. Scofield is compiling information regarding the opportunities abroad for the introduction of American-made goods. From a mass of correspondence in the hands of the chairman of the board, the *Wisconsin* selects the following paragraphs, which are illustrative of the tenor of the whole:

In Southern Brazil an association is being formed under the name of Socieda de Agricola Pateril do Rio Grande do Sul, with her headquarters in Pelotas. It is intended to serve as a buyer for the members only, and, with this end in view, to import and buy agricultural machinery and implements, besides seeds, breeding stock, etc. The programme also includes the cultivation of experimental fields and the organization of agricultural shows, permanent as well as annual. Here machinery and implements sent by foreign manufacturers are to be exhibited, and, if desired, sold, without extra cost. Manufacturers in this line wishing to enter into negotiations with this association must first send catalogues and price lists to the secretary in Pelotas, in the State of Rio Grande do Sul. Steamers sail regularly from New York to Buenos Ayres, Argentine Republic, and the present freight rate on this class of goods is $8.40 per ton, weight or measurement, ship's option.—*Milwaukee (Wis.) Wisconsin.*

America has three times the number of exhibitors that France had at the World's Fair in Chicago. She occupies 329,052 square feet with her forty-seven distinct exhibition spaces, thirty-three in the main Exposition grounds and fourteen in the Vincennes annex, excluding the ground covered by our eagle surrounding the national pavilion, on the Quai d'Orsay.

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Advertisers' Corner.

Advertising is not an exact science. Neither is medicine nor housekeeping. But we rely upon the doctor's opinion because he has given his time and all his ability to the study of medicine. We depend upon our home-makers for limitless comfort and happiness. So also the people who have made a study and a business of advertising, form a class with whom it is profitable to reckon.—*Bates.*

Not one-tenth of the advertisers who are paying out vast amounts of money for space are making use of the wealth of data at hand in their business for the purpose of filling this space. Perhaps this one advertiser out of the ten is shrewd enough to know that he can get better ideas about how to advertise his goods and what to say in his advertisements from his traveling salesmen or from his customers, the dealers, than he can in any other way. We have in mind one advertiser who makes it a point in some way or other to get a shorthand report of the conversation which takes place in some cases when his salesman is selling a bill of goods to a customer who is particularly difficult to handle. In this way he not only gets the arguments pro and con, but also gets his salesman's characteristic expressions which give to his advertisements an air of businesslike reality. We know of another advertiser who makes it a part of his salesmen's business to get all the suggestions they can from dealers as to how he should advertise and sell his goods.—*Advertising Experience, Chicago, Ill.*

It is all right for the advertiser to trace results so far as he is able, but it is impossible for an advertiser to tell positively just how much good a paper is doing him, no matter how carefully his ads are "keyed." The general advertiser cannot avoid a certain amount of duplication of circulation; the reader sees the ad in two or three different papers, and, in answering uses the key number of but one—the one which happens to be at hand when he writes. That paper gets the credit, when in reality it may have been the other two which did the convincing. I believe that "cost and results" tables for this reason often do a great injustice to papers which apparently have failed to pay. An advertisement which does not bring immediate results in orders may be doing most valuable and most necessary missionary work. A man cannot measure the results of his advertising by a yardstick, nor weigh them in a balance. If he expects to see all his returns before the season closes he had better leave advertising alone. The general advertiser must necessarily study papers and the field they occupy, and then spend his money in those most likely to reach the people who are possible customers of his, and not try to hold each paper to too strict an account for a definite number of inquiries.—*W. W. Burch, in Agricultural Advertising.*

A well-known business man in Chicago has this to say about advertising: "I must advertise if I would get results from the men on the road. Before I advertised, my travelers, on entering an office, would be told: 'We are not acquainted with your firm,' and in many cases found they could not secure recognition from the people, but as soon as I began to advertise I had a different experience. My men found it was equivalent to a letter of introduction from a mutual friend. 'Oh, yes, we have noted your advertisement, and feel acquainted with your house.' In this influence alone our advertisement pays, whether we get direct orders or not."

Intelligent retail merchants are more and more conceding the value of the trade paper as an adjunct to their business, says the St. Paul *Trade Journal.* Still, there are those who do not think it worth while to subscribe for or read a trade paper. This latter class are not the progressive or successful merchants of their locality, but eke out a precarious existence, and if failures in business occur, they will be found in the class who eschew trade papers. There is not a single issue of an enterprising up-to-date trade paper which does not give the retail merchant information, exceeding in pecuniary value, ten times the cost of a year's subscription.

In the opinion of a magazine writer the man who aims to sell to people whom he cannot reach personally is the man whose advertising must be the most carefully planned and the most thoroughly executed. He must have a perfect system of following up inquiries. He must never let a man forget him after that man has once shown an interest in his proposition. Orders rarely come with the introduction. They are the result of frequent visits. The more frequent the visit the more likelihood of the reception of an order. It works the same way in advertising as it works in selling through salesmen. A very good advertisement may catch at once; same way with a salesman; but more often the frequent visit of an advertisement, a little different each time, like the persistent salesman, gains the permanent trade.

Success in an advertising way does not always mean massive expenditure, and to the successful advertiser an advertising appropriation is never regarded as an "expense." The advertiser who looks upon his advertising appropriation as an "expense" is a poor one, and soon ceases to be counted a "shining star in the firmament." An advertising appropriation should always be regarded as a producing agent, the same as a profitable salesman to any commercial firm. When that salesman ceases to earn a profit for or becomes an expense to the firm he represents, the expense in the way of salary paid him is either reduced or his services dispensed with entirely, and upon this basis only can advertising be successfully conducted. The failure or success in advertising is the same as the success or failure of a salesman—one salesman cannot earn $15 per week while another can be profitably paid $100. In the former case the appropriation of $15 per week can truthfully be called an expense, while in the latter case the appropriation is an investment of the dividend-paying variety.—*Advertising Experience.*

The reputation of a store, like that of a man, is no mean part of its capital. Honesty is an asset of appreciable value. Any one can afford to be honest at the loss of a good deal of present gain, if for no higher motive than that honesty will yield larger profits in the future. The merchant who, to turn a few dollars quickly to-day, permits the reputation of his store to be placed in jeopardy by any unwise policy, is simply selling a fortune for the paltry sum that he receives—*Trade Magazine.*

Farmers and Long-Time Notes.

An abuse in the agricultural trade that ought to be stopped is farmers' long-time notes. Farmers cannot afford to give notes for the purchase of implements, fertilizers and other supplies, because they can usually get money at less cost. If you borrow $1000 at 5 to 8 per cent. per annum, so as to get the lowest possible spot cash price for whatever you have to buy, you will probably save at least 10 per cent. on your purchases over and above interest. This is far more prudent than to give notes at high rates in payment for goods bought at long prices. Yet many farmers utter the latter form of notes who would hesitate to borrow money at a bank or of a local lender. Both forms of notes are equally an obligation that the farmer must meet. Agents and manufacturers are partly to blame for this abuse, and would gladly welcome any reform that would get the business closer to a cash basis. The latter way of doing business is better for all concerned, as it vastly reduces expenses and losses.—*Orange Judd Farmer.*

Citizen—So your star wouldn't play because she was ill?

Manager—That's it, and I guess if you had seen the box office receipts you'd have been indisposed, too.

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RECENT TRADE PUBLICATIONS.

THE ENTERPRISE MFG. CO., of Philadelphia, Pa., 1900 catalogue of patented Hardware specialties. Pamphlet catalogue of 112 pages, printed on good paper and well illustrated throughout, showing their line of Enterprise sad irons, polishing, girls' and toy irons, sad iron handles, sad iron heaters, Enterprise meat and food choppers in all the various kinds and styles, including a bait chopper; power choppers in large variety for butchers' use; sausage stuffers, lard and fruit presses, coffee, spice and drug mills, of which they make an extensive assortment; patent suction and force measuring faucets, including the paint faucet made in the same style; and a self-priming measuring pump, smoked-beef shavers, self-gauging cheese knives, etc. This very desirable line of goods has long been a favorite with the Hardware trade, and it would be difficult to find throughout the United States a dealer who has not handled an increasing quantity of them for years.

THE CHISHOLM & MOORE MFG. CO., Cleveland, Ohio. Pamphlet catalogue of 140 pages, covering their large line of pneumatic hoists, pneumatic and hand power traveling and jib cranes, together with pneumatic tools generally, such as riveters, chippers, drills, calkers, etc. Dealers and users of this class of tools will be greatest interested in the contents of this catalogue. The company manufacture a great variety of differential chain hoists, with automatic brakes, suitable for every possible requirement. A large portion of the catalogue is devoted to their extensive line of door hangers, including baggage car, warehouse, elevator door, etc. Included in the contents are found dumb-waiter pulleys, ceiling or end pulleys, elevator locks, etc. A number of pages give testimonials in fac simile, from the users of their pneumatic tools, together with a number of pages devoted to useful tables, giving weights of materials used by large manufacturers; including tables of the speed of drills, weight and strength of manila cordage and iron chains, melting point of metals, and a table of decimal equivalents, etc. It is altogether a very useful catalogue.

THE JACKSON KNIFE & SHEAR CO., Fremont, Ohio. Illustrated catalogue and price list in oblong pamphlet form of 80 pages, covering their extensive line of fine knives, shears and scissors, razors and tinners' and jewelers' snips. It is well printed on good paper, handsomely illustrated, and covers an extensive line of these goods that are desirable in every Hardware stock in the country. A description is given of each knife, with a cut showing size, etc.; discounts on which will be furnished on application. These are made in all the usual varieties of large manufacturers, from the smallest pen knife to the largest jack knife. Included in its contents is a line of razors under the name of "The Jackson," manufactured from Wardlow's razor steel, made in all the usual points, and with plain or fancy handles as desired.

THE SEARLS MFG. CO., Newark, N. J. Pamphlet catalogue No. 17, of 170 pages, covering a large line of carriage and sleigh goods, whip sockets and fasteners, dash and seat rails and mountings, which have for years been made by this company. There is a very extensive line of goods shown, including metal whip sockets in extremely large variety, whip socket fasteners, rails for wood and leather dashes; screen dashes for sleighs, together with the necessary Hardware used in the proper application of the above-named specialties, including top props, prop nuts and joint rivets, collar wrenches, shaft and pole tips, pole crabs and whiffletree tips, etc.

THE PHILADELPHIA COMMERCIAL MUSEUM, Philadelphia, Pa., have just issued two important pamphlets having reference to the world's export trade on "Manufactures of Cotton" and on "Paper and Pulp." These pamphlets, each of them, contain tables of permanent value and other information extremely useful for purposes of reference. W. P. Wilson, Director Philadelphia Commercial Museum, in an address delivered April 25 last, made use of the following language, which would apply equally as well to some of the important branches of the Hardware industry: "We do not realize the immense increase in our facilities for production. At the first call of increasing demand, new factories sprung up and old ones aided in the overproduction. To devote our energies to increasing production without cultivating new market is as foolish as the attempt to lift one's self by his suspenders. Foreign trade is a pressing and immediate necessity. Upon our ability to sell what we make rests our ability to continue a great producing nation. The hum of your factories is to-day a song of triumph, but it may develop into the song of the siren. Let us not show to the world another example of a people intoxicated by success in the present, and so busy with contemplating victories in the past that we can give no thought to the future and take no advantage of the current when it serves."

PLEUGER & HENGER MFG. CO., St. Louis, Mo. Pamphlet catalogue, full size, of 116 pages, of Hardware, plumbing and water works specialties, being their "Hardware catalogue No. 11." It is printed on good heavy paper, and covers the large line of specialties with which this house has been identified for years; including Potts sad irons, common sad irons, Potts laundry irons, polishing irons, and toy sad irons; grind-stone fixtures, well wheels, hay fork and axle pulleys in large variety; shelf brackets, gate latches and door hangers; gong bells, including locomotive gongs; racking, lock, bottling, compression and liquor cocks in large variety; plain and compression bibbs; kerosene, petroleum, water cooler and ale cocks in large variety; chest handles, blind and gate hinges, clothes line hooks and reels; plain and reversible shoe lasts and lawn sprinklers in complete assortment. Included in the pages is a collection of heavy cast iron goods, such as pump fixtures, barn door hangers and rail, truck castors, etc.

RHODE ISLAND PERKINS HORSE SHOE CO., Providence, R. I. Pamphlet catalogue, small size, 28 pages, covering the product of this well-known company. They state that, while they have added no new styles during the past year, they have made several new sizes and have otherwise improved a number of patterns to conform to the most modern ideas on shoeing. The different patterns are illustrated throughout, and the average weight in ounces is given on every size made, and of every portion of their product.

BLACKLOCK FOUNDRY, South Pittsburg, Tenn. Illustrated catalogue in pamphlet form of 24 pages, printed in two colors throughout, and covering a line of sad irons, country and stove hollow-ware, ground and unground; sugar kettles, English pots, cast iron shoe lasts and stands, kitchen and corner sinks, grates, etc. These goods are nicely arranged, properly illustrated and with list prices throughout.

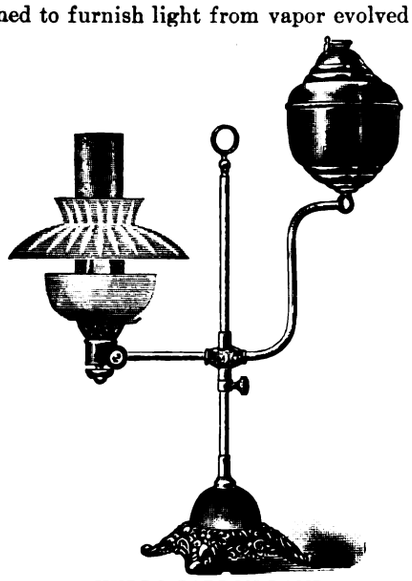
LALANCE & GROSJEAN MFG. CO., 19-21 Cliff Street, New York. A booklet calling attention to the various articles in the line of Agate ware desirable in the way of cooking utensils; calling attention to the merit of Agate ware when used for such purposes. Printed in two colors on coated paper, and intended for large distribution by the trade.

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NEW GOODS AND SPECIALTIES.

Hydro-Carbon Lamp.

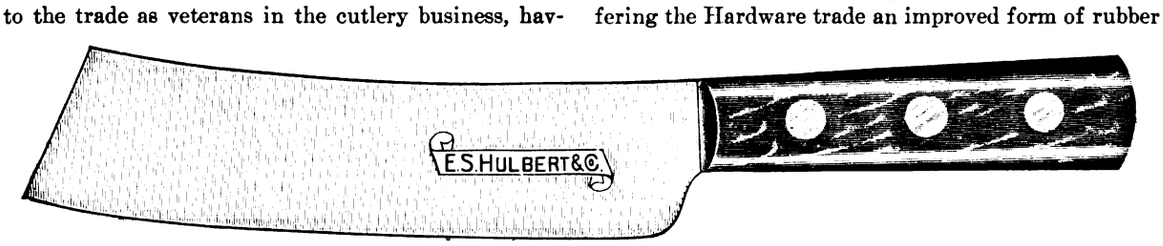
The National Specialty Mfg. Co., Rockford, Ill., are manufacturing a Hydro-Carbon Lamp, as here illustrated, which they desire to call to the attention of the Hardware Trade. It is designed to furnish light from vapor evolved from gasoline. The lamp consists of a tubular frame supporting a reservoir, with a generator to supply the burner below. The operation of the lamp is referred to as being similar to that of gasoline stoves. When burning the gasoline runs from the reservoir through the tube, the lower part of which is filled with wicking to act as a filter and strainer. Entering the generator proper, the gasoline passes into a heated passage, being vaporized and then expelled through a small needle hole at the lower part of the generator. The emerging vapor mixes with air and is burned in a burner similar to the Welsbach, the lamp being first started by heating the generator with an alcohol torch or other source of heat. The company are making 18 different styles, from the student lamp, which we illustrate, to a burner for street lighting purposes. The manufacturers guarantee the lamps for five years as regards materials, construction and mechanical working. They are now prepared to equip dwellings and store buildings with a recently adopted system of lighting by which reservoirs are placed in the basement and the generated gas is piped upstairs through small tubing.



HYDRO-CARBON LAMP.

Family Meat Chopper.

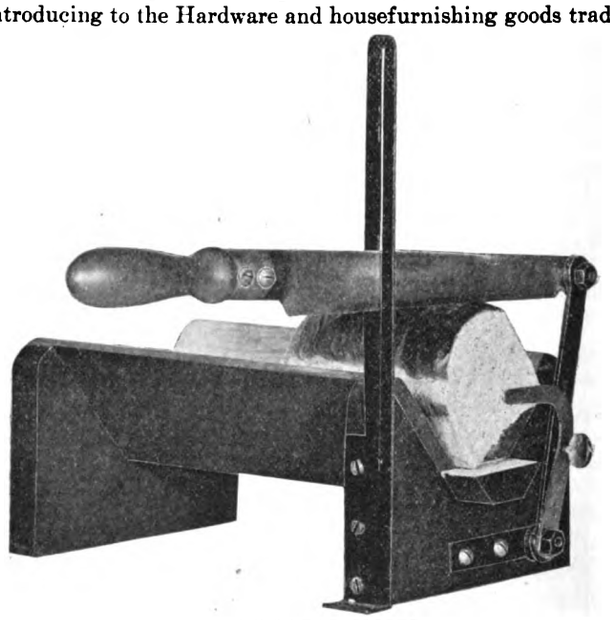
E. S. Hulbert & Co., Bernardston, Mass., who are well known to the trade as veterans in the cutlery business, having been established since 1846, have added to their large line of specialties in the way of cutlery required for restaurant chefs, hotels and for family use, the heavy-bladed meat chopper which we illustrate herewith. The knife is made from finely tempered stock, every blade being hammer forged, and the entire article weighing one pound. They are made in two lengths, 8 and 10-inch blade, and with either cocoa or beech handle. As a family chopper for general purposes, no more useful knife could be found in the kitchen, and the Hardware dealer could add them to his stock with perfect safety. The manufacturers have recently issued a catalogue covering their long line of cutlery specialties, which will be found worthy of a frequent reference in a Hardwareman's library.



"FAMILY CHOPPER," 8 and 10 in. BLADES, COCO AND BEECH HANDLES, WEIGHT 1 POUND.

"Star" Bread Slicer.

Walsh & Many, 224 Champlain Street, Cleveland, Ohio, are introducing to the Hardware and housefurnishing goods trade the novel and unique bread slicer of which we give an illustration. This bread slicer is manufactured from a high grade of steel, and is designed to cut fresh bread with as great readiness as though it were a week old. It is so constructed that the knife may at any time be easily removed when necessary to sharpen, or it could, if found desirable, be used separately for a butcher or steak knife. It is claimed to be the most desirable article on the market for slicing bread, boneless ham, sausages, and vegetables of every description, the ease and manner of its application being among its most desirable features, making it invaluable for housekeepers, restaurants, hotels and public institutions, where such an article is usually in very active service.



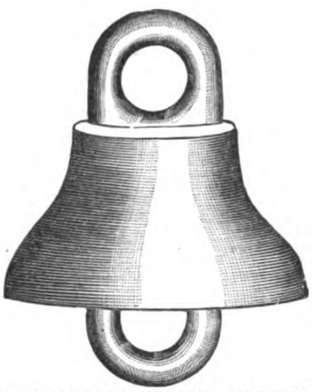
"STAR" BREAD SLICER.

Reversible Rubber Bucket.

The Cleveland Galvanizing Works, Cleveland, Ohio, are offering the Hardware trade an improved form of rubber bucket suitable for chain pumps, the style of which is illustrated herewith. The metal link is heavily galvanized, and is made in such a form as to readily admit of the rubber being taken off the link when necessary, and turned inside out in order to increase its durability. It is claimed by the manufacturers that reversing the buckets in this manner expands the rubber

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so that it will be enabled to fill the entire space in the tubing, when the opening in the tube or bucket becomes worn to any extent, this increased utility giving double wear and extra service. The bucket is furnished by the manufacturers in both light and dark rubber, and nothing but the best grade of rubber is claimed to be used in its manufacture. The Cleveland



REVERSIBLE RUBBER BUCKET.

Galvanizing Works also manufacture pump chains and purifying cups, but are making a leader of these reversible rubber buckets, and state that to introduce the same a low price will be made one of the features.

Little Giant Brick Handler.

The Logan-Gregg Hardware Co., Pittsburgh, Pa., are general selling agents for the United States for the Little Giant Brick Handler, which is a new device intended in a great degree to supersede the old-fashioned methods of handling brick, avoiding the usual breakage which the use of highly finished brick in modern construction makes an extremely desirable feature. The handler, as will be noted in the illustration that accompanies this, is calculated to hold ten standard bricks,

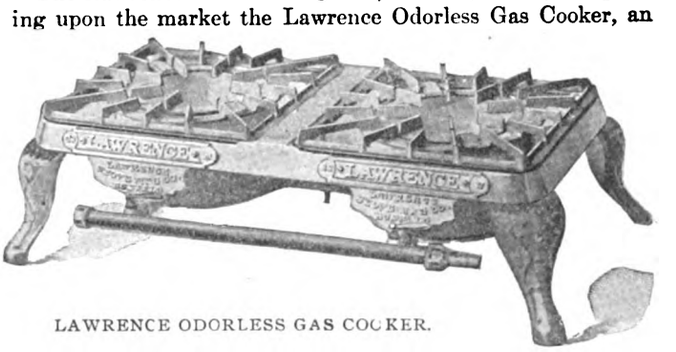


LITTLE GIANT BRICK HANDLER

thus making the counting of the same very accurate and exceedingly simple. It is claimed that one man with one of these handlers will do more work than four men without it; have no breakage whatever, and when the user is a strong man, he can work with a handler in each hand. It is further stated that ordinary men with one handler save 50 per cent. labor, without the risk of breaking. The device can also be used on a hoist, either single or double, and the grip being a perfectly sure one, it is pointed out by the manufacturers there is no possibility of the bricks slipping. The device is recommended by the company for the use of the ordinary handlers of brick around brick yards; also for mill work, and is an economizer of both labor and breakage on all buildings of steel construction, increasing the efficiency and meeting with universal approval.

Lawrence Odorless Gas Cooker.

The Lawrence Stove & Mfg. Co., Buffalo, N. Y., are placing upon the market the Lawrence Odorless Gas Cooker, an

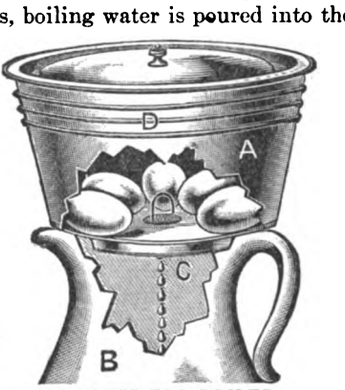


LAWRENCE ODORLESS GAS COOKER.

illustration of which is here given. It is claimed to be the only stove of this description furnished with a combustion chamber, which improvement is regarded by the manufacturers as an extremely desirable one, as all gases are subject to perfect combustion, and brought in direct contact with the cooking utensil, thus permitting no partially burned gas to escape into the room, making it correspond to its name, being perfectly odorless. The supply of air is furnished by a removable perforated bottom, by which it is entirely controlled and admitted to the combustion chamber in accordance with the amount of work it has to do. It is made in three sizes, one, two and three burners.

Peerless Egg Boiler.

The Peerless Cooker Co., Buffalo, N. Y., are placing upon the market the peerless egg boiler, an illustration of which accompanies this article. The boiler is provided with a strainer in the bottom. The marks around the bottom are intended to indicate the quantity of water used when it is desired to boil different quantities of eggs. For instance, in boiling two eggs, boiling water is poured into the boiler until



PEERLESS EGG BOILER.

it reaches the lower mark at the letter D. The cover is then put on, and when the water is all passed through the strainer, it is explained the eggs may be considered as perfectly done. The time required is said to be about eight minutes, but by the use of more or less water in the boiler eggs may be cooked harder or softer, as required. It is claimed by the manufacturers that to boil eggs in a correct manner so as to suit different tastes has always been a difficult problem. They are rarely timed properly, and unless carefully watched they will not be cooked as required. The manufacturers consequently explain that the object of this boiler is to remedy these defects, for if eggs are boiled too rapidly they are not cooked evenly, as the white nearest the surface will be hard and indigestible before the yolk is thoroughly cooked.

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"Just Right" Slat Holder.

Clarence F. Chatfield, 200 West 102d Street, New York, is the general sales agent for the Blind Slat Holder, which we illustrate in the several devices given herewith. There will be noticed in Fig. 1 the device, which consists of brass spring

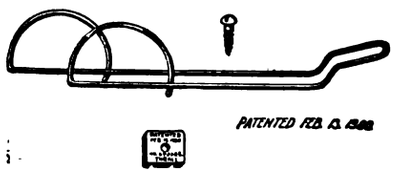


FIG 1.

wire in the necessary form for proper application; has a socket or holder for the lower end and one screw. Fig. 2 illustrates the relative position of the holder and slats when the former has been put in place, showing how it may hold the slats either open or closed, while in Fig. 3 the device is shown applied to inside and also outside blinds, it being necessary to make them in two sizes to meet the different requirements. It is a very simple arrangement, and is designed to hold the slats at various angles, thus preventing the wind from blowing them shut under the pressure of a severe storm, or rattling them in an annoying manner when subject to high winds. It is intended to be marketed at a price as low as ten cents each, and as the device is a patented one, it would seem as though the manufacturer was satisfied that a very large sale could be anticipated under such conditions.

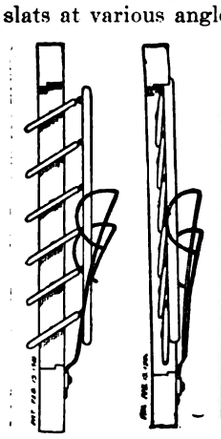


FIG. 2

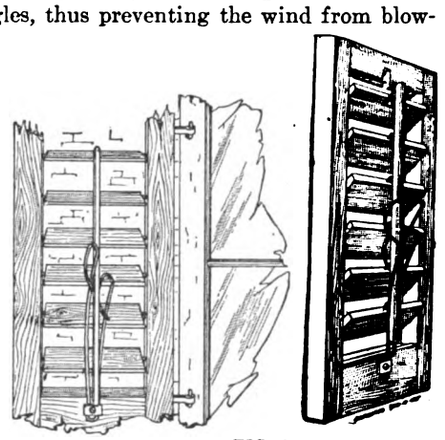


FIG. 3

The "Quick and Easy" Icepicks.

Erie Specialty Co., Erie Pa., among their numerous specialties, are manufacturing Walker's "Quick and Easy" wedge-point steel-tempered icepicks, illustrations of a few of the styles we give in this article. They are meeting the popular demand for a serviceable and reliable instrument for the purposes designed, and bid fair to supersede entirely the old-fashioned clumsy contrivances which have held the market for so long a period. No. 113 is designed for use in the butler's pantry or on the sideboard, having a needle point and finished full nickeled. No. 111 is a wedge-point spring pick, full nickeled and will make a good seller for family or general use, and No. 110 is provided with a wood head, to protect the hand when in use, is made from fine superior tested steel, having a needle point and nickeled finish. Altogether, they form a desirable line of seasonable goods, which should meet with a ready sale.

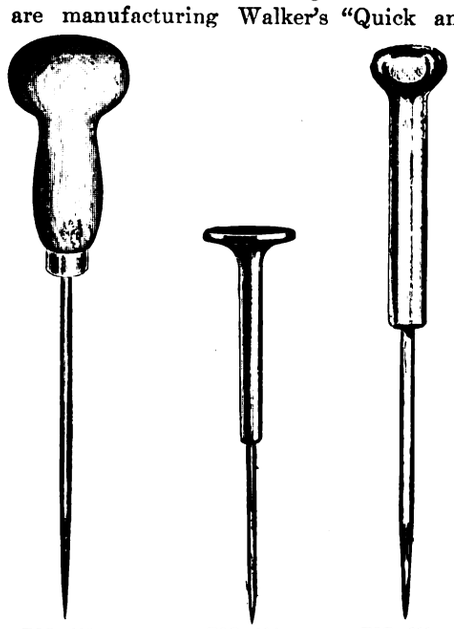
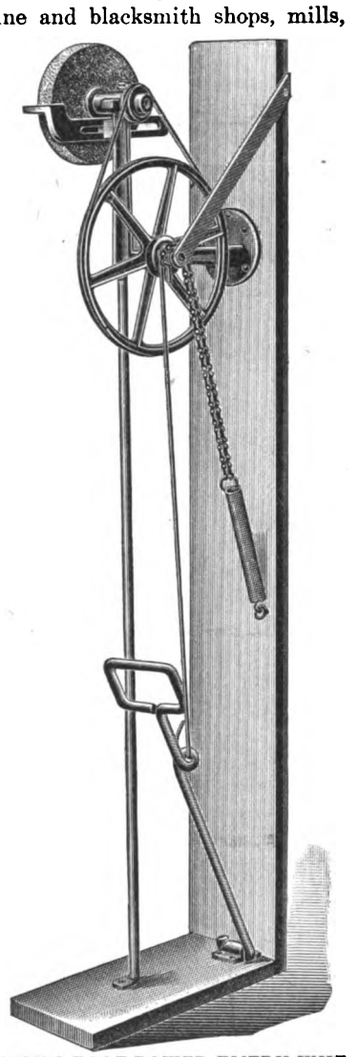


FIG. 110 FIG. 113. FIG. 111.

Reisch's Foot-Power Emery Wheel.

The Buffalo Emery Wheel Co., 24 Lock Street, Buffalo, N. Y., are the manufacturers of Reisch's Foot-Power Emery Wheel, which we illustrate in this column. This machine is intended to fill a well expressed demand for bicycle repairers, machine and blacksmith shops, mills, factories, or, in fact, any other established plant where it is desired to have an appliance of this kind to grind tools, drills or knives that may be needed in the operation of the works. It is a very handy and useful machine for the purpose, and can be operated at 2000 revolutions per minute, equal to 3500 feet. This gives it an exceedingly fine range. The emery wheel is 1x6 inches, and can be had of any special grade of emery desired. The balance wheel is 1-2x10 inches; the pulley is 1-2x2 inches, and it operates on a 1-2-inch mandrel. An oil or grindstone necessary for its use is supplied with the machine by the manufacturers. The machine, when set up for operating purposes, is four feet high, is quite easily put in position, being fastened to either the floor or side wall, and is constructed to work on the clutch principle. Quotations will be given by the manufacturers on solid emery wheels, oil stones or grindstone wheels, and they express their willingness to send one of these machines on trial to any responsible party who may become a possible purchaser. This company also makes emery wheels, grindstones, oil stones and quartz wheels for all manufacturing purposes, and solicits inquiries for the same from those in need of them.



REISCH'S FOOT-POWER EMERY WHEEL.

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REVIEW OF THE MARKETS.

Hardware. While the jobbers are doing very well so far this month, the manufacturers have to be satisfied with the usual small supplementary demand, which indicates the closing of the season. The few changes taking place, while not of an important character, do not strengthen the belief that much in the way of advances of current quotations will be a feature of the Fall trade. The American Steel & Wire Co. coming back to their old terms of "60 days or 2 per cent. cash," meets with the general approval of the trade, even if it does compel the reduction of the differential between the prices to jobbers and retailers of 5 cents per keg. It will be noticed that Painted Wire has been still further reduced in price 15 cents, so that the differential is now 30 cents instead of 15 cents, the slight difference previously having made the demand for Painted Wire out of a proper proportion that would materially reduce any overstock of this grade.

Wire Nails. Changes were made by the American Steel & Wire Co. on June 1st affecting the prices, terms and length of contract on Wire Nails. The most important part of the change resulting in a reduction of 5 cents a keg in the price to retailers, and an advance of 2 1-2 cents to jobbers in less than carload lots. The difference now between the jobbers and retailers' prices being 10 cents instead of 15, as before. The most satisfactory change made was in restoring the old terms of 60 days, with 2 per cent. off in 10 days, instead of 30 days, as was previously the case. Contracts now will be accepted for definite quantities, specifications to be furnished, with 60 days from date of contract to make shipments, instead of 30 days, as was formerly the case. Prices will be guaranteed against any decline made by the company, on any undelivered part of the contract at date of decline. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20	base.
" in less than carload lots	2.25	"
To retailers in carload lots	2.30	"
" in less than carload lots	2.40	"

New York prices, in consequence of the reduction of 5 cents per 100 pounds at mill, has caused a corresponding reduction in the price to retailers on dock. Small lots from store are also selling from 5 to 10 cents below previous price. Quotations are as follows:

To retailers, carloads on dock	$2.48	base.
" less than carloads on dock	2.61	"
Small lots from store	$2.65 to 2.70	"

Cut Nails. The changes in Wire Nails have not as yet affected the Cut Nail market. The demand is only of an ordinary character, no large sales being reported. Quotations are as follows, f. o. b. Pittsburgh, terms 30 days, 1 per cent. off in 10 days:

Carload lots	$2.05	base.
To jobbers in less than carload lots	2.10	"
To retailers in less than carload lots	2.20	"

New York.—There is a fair demand for Cut Nails noticeable during the past ten days. But orders are confined to limited lots for immediate shipment. Prices remain as follows:

To jobbers in carload lots on dock	$2.23	base.
" less than carload lots on dock.	2.28	"
To retailers in less than carload lots on dock.	2.41	"
Small lots from store	2.50	"

Barb Wire. On June 1st the American Steel & Wire Co. announced a change in price on Barb Wire, which reduced the price on Painted Wire 15 cents per 100 pounds, and increases by so doing the differential in price for Galvanized, making it 30 cents; the price remaining as heretofore quoted. In less than carload lots, jobbers are now charged an advance of 5 cents, instead of 2 1-2 cents per 100 pounds, as formerly ruled. Sixty-day contracts will be accepted, and price guaranteed against any decline by the company. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the foregoing prices.

Plain Wire. The changes announced June 1st by the American Steel & Wire Co. embraced Plain Wire as well. The price to jobbers suffers no change, except the advance of 2 1-2 cents per 100 pounds for less than carload lots. The price to retailers being reduced 5 cents per 100 pounds makes the difference between jobbers' and retailers' carload price 10 cents per 100 pounds, instead of 15 cents as before. Terms and length of time for which contracts will be accepted have been extended to 60 days. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the advances indicated in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS).

Nos.					Galvanized.
6 to 9	Base				$0.40 extra.
10	$0.05	advance	over	base	.40 "
11	.10	"	"	"	.40 "
12 and 12½	.15	"	"	"	.40 "
13	.25	"	"	"	.40 "
14	.35	"	"	"	.40 "
15	.45	"	"	"	.75 "
16	.55	"	"	"	.75 "
17	.70	"	"	"	1.00 "
18	.85	"	"	"	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Cordage. The market for Rope is without vigor, and prices are by no means strong. The demand is far from brisk and quotations that follow may be said to represent the market, with a rebate of 1-4 cent for carload lots:

	Pounds. Cents.
Manila, 7-16 inch and larger	13½
Manila, ⅜ inch	14
Manila, ¼ inch and 5-16 inch	14½
Sisal, 7-16 inch and larger	9
Sisal, ⅜ inch	9½
Sisal, ¼ and 5-16 inch	10
Sisal, Lath Yarn, Medium and Coarse	9

Manila Tarred Rope, 15 thread, is quoted at 14 cents, as is also Manila Hay Rope, Medium.

Binder Twine. The following quotations are made on Twine, f. o. b. New York, Philadelphia or Boston, with a reduction of 1-4 cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of 1-2 cent per pound for carload lots:

White Sisal, 500 feet to pound	10½ cents.
Standard, 500 feet to pound	10½ "
Manila, 500 feet to pound	13½ "
Pure Manila, 650 feet to pound	14½ "

Linseed Oil. Dean Linseed Oil Co., under date of May 31st, quote as follows:

In lots of less than 5 barrels..... 68 cents per gallon.
In lots of 5 barrels or more..... 67 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

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Cronk Hanger Co., Elmira, N. Y., revised quotations on the line of goods made by this company are given in the following quotations:

	Discount.
Loose Axle Hangers	60%
Roller Bearing Hangers.....per doz.	$5.00, $6.00, $7.00
Double Braced Rail.....per foot.	3¾c.
O. N. T. Rail..... "	3½c.
Hay Fork Pulleys.....per doz.	$2.00
No. 50 Stay Rollers..... "	1.00
No. 55 " " ..... "	.60
No. 56 " " ..... "	.80
No. 60 " " ..... "	.80
No. 65 " " ..... "	.75
Barn Door Latches..... "	2.25
Hasp, Latch and Staples.....	50%
Champion Garden Rakes.....	65%
Lawn Rakes	40%
Garden Mattocks	30%
Grass Hooks .....per doz.	$3.60
Fencing Plier and Staple Puller.....	25%
Cronk's Plier.....	60%
Improved Button Pliers.....	70%
No. 80 Pliers	40%
Stubs Pliers	60%
No. 600 Pliers	40%
Combination Pliers	40%
No. 65 Pliers	40%
No. 49 and 59.....	40%
No. 90 and 100 Pliers.....	33⅓%
Lineman's Splicing Clamps.....	50%
Cold Chisels .....per doz.	$1.25, $1.50, $2.00
Punches	50%
Little Giant Tack Puller.....	50c.
Pruning Shears, all styles.....	33⅓%
Ice Picks and Chisels	50%
Rubber Valves for Chain Pumps.....each.	4½c.
Chopping Knives	50%
Pocket Knives .....Prices on application	

Terms 60 days, 2% 10 days, f. o. b.

F. E. Kohler & Co., Canton, Ohio, issue the following revised quotations, applying to their latest catalogue. Terms, 60 days, or 2 per cent. cash.

	Number.	Net Price.
Little Giant Post Hole Digger.....	12	$14.00 per doz.
Hercules " " "	25	12.00 "
Invincible " " "	6	10.00 "
Pioneer " " "	714	9.00 "
Lock Lever " " "	20	14.00 "
Universal " " "	49	15.00 "
New Champion " "	37	6.60 "
Iron Handle " "	38	7.20 "
Rival " "	715	9.00 "
Plain Hog Ringer	2	9.00 per gro.
All Steel Lawn Queen Rake.....	120	3.85 per doz.
" " " " "	124	4.00 "
" " Improved Lawn Queen.....	20	3.85 "
" " " " "	24	4.00 "
" " Jumbo " "	36	6.00 "
" " " " "	342	7.20 "
" " " " "	3427	9.00 "
" " " " "	2046	6.00 "
Paragon (Wood Head) Lawn Rake.....	320	3.00 "
" " " "	324	3.20 "
Steel Garden Rake.....40% discount.		
Tinned Mal. Weeding Hooks (12 dozen in case)	50	6.00 per gro.
Kohler's Hand Corn Planter.....	1	9.00 per doz.
" " "	2	11.00 "
Steel Sidewalk Scraper.....	7	3.00 "
Mal. Handle Steel Garden Trowel, Jap. (1 gro. in case).....	5J	6.00 per gro.
Mal. Handle Steel Garden Trowel, Tinned (1 gro. in case).....	5T	7.50 "
Mal. Handle Steel Garden Trowel, Jap. (1 gro. in case)	6J	7.20 "
Mal. Handle Steel Garden Trowel, Tinned (1 gro. in case)	6T	9.00 "
Royal Saw Set.....(6 doz. in case)	1	6.00 per doz.
Giant Royal Saw Set.....(6 doz. in case)	2	9.00 "
Gem Vegetable Masher..(12 doz. in case)	1	6.60 per gro.
Flexible Pot and Kettle Scrapers. (12 doz. in case)	1	9.00 "
Invisible Anti-Rattler ...(12 doz. in case)	3	6.00 per gro. pr.
Perfect " ....(12 doz. in case)	2	9.00 "
Bolt Holder " ....(12 doz in case)	1	10.00 "
Johnson " ....(12 doz. in case)	1	10.00 "
German Pruning Shear..(12 doz. in case)	46	4.00 per doz.
All Steel " " ..(12 doz. in case)	300	3.00 "
All Steel " " ..(12 doz. in case)	400	4.00 "
American " " ..(12 doz. in case)	33	2.50 "
Fuller's Patent Mop Stick.....	1	10.80 per gro.
Ideal " " "	1	10.80 "
Ideal Mop and Brush Holder.....	1	10.80 "
Mystic Lawn Fountain....(6 doz. in case)	1	7.20 per doz.
New Rainmaker Lawn Fountain, (6 doz. in case)	5	4.80 "
Dew Drop Lawn Fountain, (12 doz. in case)	4	1.50 "
Wooden Hose Menders..(10 gro. in case)	6	1.00 per gro.
Wooden Hose Nozzle.....(5 gro. in case)	5	2.00 "
Daisy Spray Pump (Tin).(2 doz. in crate)	—	9.00 "

The weights have reference to full case; where case quantity is not given, it refers to quantity price is given on—per dozen or per gross.

Delivered f. o. b. cars at Canton, Ohio. Freight allowance up to 35c. per 100 lbs. on shipments weighing 300 pounds or more.

For export all goods are boxed, crated and burlapped.

The Post Hole Diggers can be burlapped, making the gross weight only 4 lbs. more than the net weight.

Gilbert & Bennett Mfg. Co., 44 Cliff Street, New York, name the following changes on stable goods, to apply to their catalogue 147, Eastern edition, superseding prices named in discount sheet given in our previous issue:

	Discount per cent.
Open Stall Gutter	30
Stall Gutter and Cover	30
Cess Pools	30
Angle Connections	30
Cess Pools	30
Brackets	30
Harness Hooks	30
Harness Sets	30
Hitching Rings	30
Oiling and Washing Brackets.....	30
Lantern Brackets	30
Pole Brackets	30
Whip Brackets	30
Implement Hooks	30
Channel Gutter	30
Iron Posts	60
Iron Rails	50
Hitching Posts	10
Drinking Fountains	40
Combined Manger and Hay Rack.....	30 and 10
Sponge Basket	25
Soap Dish	20
Hay Racks	50
Corner Oat Managers	⅓
Roll Flange Mangers	⅓
Square Flanged Manger	⅓
Square Manger	⅓
Salt Dish	30
Sponge Box	⅓
Wire Lathing.....(Write for special prices.)	

THE PHILADELPHIA TRADE.

The month of May has closed with a satisfactory amount of business, sales being somewhat in excess of those of the same month last year. This is particularly gratifying in view of the state of the market, while the assortments ordered indicate that stocks are somewhat broken, and that a fair consumption is taking place.

Of course this time of the year the demand is mostly for seasonable goods, and the warm weather is making a demand for screen wire, window and door screens, agricultural implements, freezers, etc., that is of considerable volume.

It is a little too early in the season to prophesy for Fall trade, and, while on some goods which have advanced radically—perhaps excessively—there is a tendency to modify prices, still we constantly hear manufacturers complaining that the firmness of raw material is handicapping them, and that it is impossible to make goods at present prices at a profit. This is particularly true of goods which lie near the raw material.

Collections seem somewhat improved, and as the season of the year is now approaching when farmers begin to realize from their sales of produce, a still further improvement is confidently expected, while from manufacturing centers we hear reports of ample employment and a large volume of money being paid out for wages. This is constantly increasing the purchasing power of the community, thereby steadying the market.

We think that, while most of the dealers are inclined to purchase conservatively, many would be surprised if they would carefully compare their purchases of to-day with their purchases of a year ago. We are quite confident in saying the difference between the two amounts will not seem so great as might be expected. What we mean by this is, it is absolutely necessary to have a stock of goods if one wishes to continue in business, and we think the average dealer will be surprised to see how many are his daily wants, even under most conservative management.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

May was a very busy month in the Pittsburgh Hardware jobbing trade; in our own case the heaviest month in our experience.

We hear of dull trade among some manufacturers, but it only means giving time for the country to absorb the excessive stocks bought last year. A little patience exercised by the manufacturer while this process is going on will be of advantage to all concerned.

If manufacturers try to force goods on the market before they are actually needed, they will only be taken at a sacrifice. A falling market causes timidity and small purchases. When the manufacturer feels that his prices are right, based on cost of material and labor, we prefer to have him hold prices firm.

We were very glad to receive notice June 1 from the Wire & Nail Co. of a restoration of the old terms—60 days or 2 per cent. 10 days cash. It has been quite a hardship on jobbers who have been allowing this cash discount to their customers to have had to pay net cash for several months, and

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1 per cent. cash for the past few months. This 2 per cent. cash discount has become established in the Hardware trade by long usage, and the general verdict is that it is a valuable method of determining credits. It is more than interest on the money for the anticipated time; it is premium on prompt payment that the solvent merchant cannot afford to let slip. We sincerely hope that all the manufacturers who have during the past year made their terms net, will restore the old 2 per cent. cash 10 days, as the Wire & Nail Co. have done.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

There is a great diversity in quotations at present, indicating the stage of fright in different minds; waiting a little would seem advisable with a careful consideration regarding probabilities. That a general decline equalizing the advance on goods is to come is improbable. Increase in the amount of money in circulation; increase in wages and the foreign outlet for our surplus will prevent the low range of prices that prevailed in '98. There are many manufactured goods that cannot decline because the advance has been small on them. Others that have materially advanced have already declined, and when the alarm subsides and the unloading is completed, it will be found that goods cannot be furnished at '98 prices; the foreign demand will help to prevent the surplus and the decline in price will increase this demand.

Unrecognized forces have such a potent influence on controlling conditions that predictions may be unreliable, but a careful analysis of conditions is the only valuable insight.

History may not repeat itself, but it is more than likely to do so, although Charles Kingsley, upon resigning his professorship of history at Oxford, gave as a reason that history was mostly a lie. If this is so, it is because all the factors have not been considered; it depends so much upon who writes history.

In a recent history of this country, the author makes a formal argument, to show that the Civil War might have been prevented, only for a few Northern fanatics, but he does not analyze the cause that produced the fanatics.

Indications are strong that 1901 will fulfil the promise that 1900 fails to verify. It is not at all probable that we are to go through a long serious depression, unless evil prophets win the confidence of the country. To tell a man he is sick helps make him so; to publish all men as rascals helps make them so. Prophets of evil may be useful, but they are the microbes of business.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE MINNEAPOLIS TRADE.

Locally, we need rain. It has been exceedingly dry throughout the whole Northwest this spring, only about one-tenth usual amount of rain for May, but we learn of showers generally through the district tributary to the Twin Cities. There is no question but a general rain is needed. That, however, would not save the hay crop. Farmers are complaining about their pastures being dried up, and on account of the low state of water, the mills could not be supplied with logs and were obliged to shut down for a few days. With the exception of this trouble, matters generally are in a very prosperous condition. Trade and collections good. Prices all right generally. Same old trouble with nails and sash weights. Quite a lot of building. Several business blocks started and many houses and flats. Largest number of building permits in May since 1891. W. K. MORISON & CO.

THE CHICAGO TRADE.

We were very agreeably surprised in footing up the sales for the month of May to find they were considerably in excess of the same month's sales one year ago. As a part of our regular city business was cut off because of the various strikes in Chicago, we are led to believe that the farming classes and the small country towns throughout the Northwest are in a very prosperous condition. One line of goods in particular that we have enjoyed a regular boom in has been



the sale of plain and barbed wire. When the American Steel & Wire Co. made a reduction in their price of about 33 1-3 per cent. on wire and nails, it seems that the Western jobbers were not satisfied with that, but voluntarily declined jobbers' prices about 5 per cent. still lower than the best factory prices in small lots. Retailers have taken advantage of a good thing when they saw it and have sent in so many orders to us that the steel and wire mills have not been able to come anywhere near filling our orders as fast as our men could take them. We are also enjoying a fine large business in screen doors, window screens, ice cream freezers, poultry netting and wire cloth. Some of the jobbers have not been able to secure from the manufacturers their full requirements of wire cloth, and as we had an extra supply of 28 and 30 inch, we have been able to help out some of our jobbing friends with these two sizes, which has made our trade in wire cloth this spring much larger than usual. We are anticipating a fine month's sales during the next 30 days.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Our section wants rain, wants it probably worse than any other one thing. We have had less moisture during last month than any May since a record has been kept, something like thirty years, and unless there is a change ere long the condition will become very serious.

Though orders are plentiful and aggregate a nice amount, they run small, something like the catch of an honest fisherman; prices are somewhat demoralized, the jobber is evidently unloading, anticipating possible declines by manufacturers, which may not materialize. Everybody is swearing at J. W. Gates and laying on his head the present unpleasant condition of uncertainty—how much should actually belong to him we are not prepared to say, but surely his action resulted in implanting in the mind of all a feeling of uncertainty as far as values are concerned—but we are philosophically inclined and believe all will be well sometime in the future, in the meantime we are doing a good business and fairly happy.

Mentioning fishing—when your editor, Harry Hopkins, was a young man traveling for Brown, Harris & Hopkins, the writer was the boy who dug worms so that he, Hopkins, could go fishing with the boss. Harry made a good salesman, and if he had stuck to it might have become quite a Hardwareman, instead of an editor, even if it is of as good a paper as HARDWARE, but time has rolled along and brought great changes and the former traveling man and boy to dig worms have experienced theirs.

Wishing and hoping for rain and a more satisfactory market.

C. W. HACKETT HARDWARE CO.

THE OMAHA TRADE.

Trade is holding up in most excellent volume for the season of the year, and the unsettled condition of the market, so far as prices are concerned, has no apparent effect on the volume of business. The reduction in price of Nails and

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Wire appears to have had considerable effect in increasing the demand for these lines, and the shipments have been remarkably heavy for a season of the year when farmers are all busily engaged in their work and little demand is made from the country for this class of goods. Season goods are moving in good shape, the demand for wire cloth, screen doors, poultry netting, refrigerators and season goods of all kinds being fully up to the average. There is apparently an uneasy feeling on the part of the retail trade regarding the future market, and on this account many of them are crowding their stocks very little, with the result, perhaps, that what they save in the way of a reduction in price they lose on sales, which they fail to make on account of the fact of not having the goods on hand. Collections are a little below the average. RECTOR & WILHELMY CO.

THE SAGINAW TRADE.

Believing it would be of interest at the present time, we inclose you herewith a memorandum of the market on Wire Nails since the American Steel & Wire Co. was formed:

MARKET PRICE OF NAILS—1898, 1899, 1900.

12-22-98	$1.25	5-31-99	$2.25
12-30-98	1.35	7-15-99	2.50
1-26-99	1.50	9- 1-99	2.65
2- 6-99	1.60	9-11-99	2.80
3- 1-99	1.85	10-17-99	2.95
3-11-99	2.00	12-30-99	3.20
4-15-99	2.10	4-21-1900	2.20
4-21-99	2.20		

It is interesting to note comparison of prices from April 21st, 1899, to April 21, 1900. Our business for the first three weeks in May was inclined to be quiet, but for the last week of May and June to date, a bright sky seems to have put a new stimulus into trade. MORLEY BROTHERS.

THE DAVENPORT TRADE.

The American Steel & Wire Co. have very graciously conceded to the earnest demands of some of the jobbing trade a cash discount of 2 per cent., instead of 1 per cent. They have also reduced the margin of profit that was heretofore accorded the jobber of 5 cents per 100 pounds. It is true that the 1 per cent. conceded in cash discount on nails amounts to only 2 1-2 cents per 100 pounds, and therefore the hitherto unhappy jobber makes just 2 1-2 cents less per keg on his nails than before the concession, yet he nevertheless has had his own way, even if it has cost him 2 1-2 cents per 100 pounds, he is now both contented and happy.

It is not a question of price now on nails and barb wire, but a question of getting enough of these articles to fill orders.

The Iowa Hardware Jobbers hold their regular annual meeting at Burlington on the 6th inst., and will elect officers for the coming year. We anticipate a most harmonious meeting and a good time generally. These meetings are always well attended and result in continuing the friendly feeling which exists among its members, and incidentally increasing the profits of the Iowa Hardware Jobbers.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

Dealers in Builders' Hardware are feeling better than they did a month ago, owing naturally to a revival of business, a condition of inspiration that seems to have come into this port within the past fortnight, close after the bosses and union workmen of the Carpenters and Builders' Association came together and adjusted separating differences by advancing the daily wage of carpenters from $3 to $3.50. At several prominent retail stores current numbers of the daily sheet of builders' contracts recorded were shown HARDWARE'S correspondent as evidences of a condition markedly unusual—the advent of a summer season showing the reverse of a business lull.

To-day's issue of Magee's Real Estate Circular reports for May local realty sales amounting to $1,920,930, the sales numbering 321. And then, further on, with a reference to wholesalers along trade lines in whose interests HARDWARE is enlisted, says: "The demand in May for business property was not confined, as it heretofore frequently has been, to retail property on or north and west of, and close to Market street. The wholesale districts on Mission or on the other streets, from Fremont to Steuart, and between Market and Mission, where Miller, Sloss & Scott are erecting their immense wholesale Hardware house—the vicinity location also of the Dunham, Carrigan & Hayden Co., W. T. Garratt & Co., Whittier Coburn Co. and other large concerns, were included in the demand, as well as the factory and warehouse district, from Mission to Folsom, and from First to Steuart streets. San Francisco, is growing, despite dry years, plague scares and high taxes, and its wholesale and factory district will not continue to be confined to its present limited quarters."

The word plague in the above quotation reminds one of a lot of fake stuff that has been published of late to the great detriment of the wholesale and jobbing business of this city. What is widely reported as the freak, or yellow journal of this city, is credited with having originally started the fake story of bubonic plague in San Francisco and naturally





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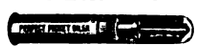


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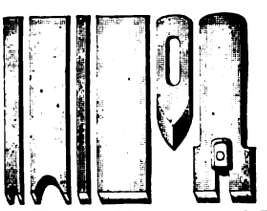
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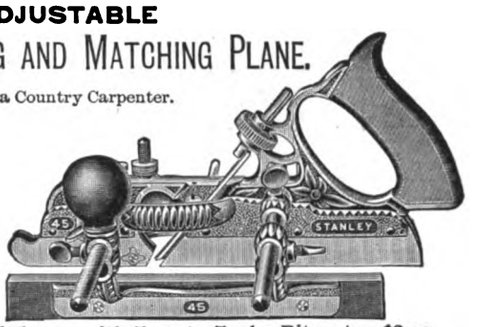
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enough, interior papers, in order to keep trade at home in their localities and away from this trade centre, have assumed seriousness in republishing the alleged faker's fake. And although the New York *Herald* and San Francisco *Call*, through their famous New York specialist, Dr. George F. Shrady, have failed to discover a case of plague, merchants held meetings the first two days of this month and contributed $50,000 to asist the city's health authorities in their determined plan to have a thorough Spring house cleaning inaugurated in Chinatown. At this merchants' meeting A. A. Watkins, of W. W. Montague & Co., was presiding officer, and the following members of the trade were placed on most important committees: A. L. Scott, of Miller, Sloss & Scott; Mr. Carrigan, of Dunham, Carrigan & Hayden, and Wakefield Baker, of Hamilton & Baker. And to the $50,000 fund these firms severally subscribed from $500 to $1000.

On the evening of June 1st a new local organization, entitled the Lodge of Amalgamated Sheet Iron and Metal Workers was formed, with a roster of 125 men. Thirty members of the Cornice Makers' Union performed the ceremonies of installing the following selected officers: Hugh D. de Gear, president; W. Lundy, vice-president; H. W. Street, recording secretary; K. K. McLoughlin, financial secretary, and H. W. Heutcheroft, treasurer.

The Lloyds Scovel Iron Co. was incorporated June 1st by Charles Lloyd, Isaac Kennedy, George S. Scovel, George O. Rich and M. M. Gillespie, with a capital stock of $50,000, of which $12,500 has been subscribed.

TRADES PRESS ASSOCIATION.

By The By!

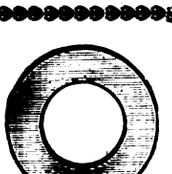
"For the last ten years," said a curio dealer in the Old Quarter, "a broad-bladed dagger with an imitation bronze handle has been lying among a lot of odds and ends in that corner showcase. I don't know its history and can't even remember where it came from, but I probably got it when buying some collection en bloc. At any rate I never found a customer for it, and the other day, while looking over my dead stock, it occurred to me it might be burnished up and used as a paper knife. I took it out, scraped the handle a little to see what it was made of, and then laid it on my desk to attend to a customer. When I picked it up again I was astounded to find the blade dripping with blood. It seems a childish thing to tell, but the incident was so grewsome and apparently inexplicable, that it set me trembling like a leaf. In a moment, however, my common sense came to the rescue and what proved to be the correct explanation flashed into my mind. It was a trick dagger, for use either on the stage or in some secret society mummery, and the hilt contained a hidden reservoir for artificial blood. In scraping the side I had pressed a spring which opened a little valve and out came the gore, still fluid, after all these years. I afterward found that the top unscrewed for replenishing the supply. It was the only thing of the kind I have ever seen, and I gave it to a friend who has a fine collection of arms."—*New Orleans Times-Democrat.*

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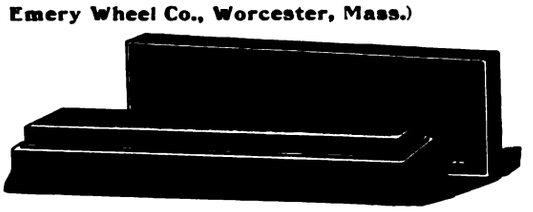
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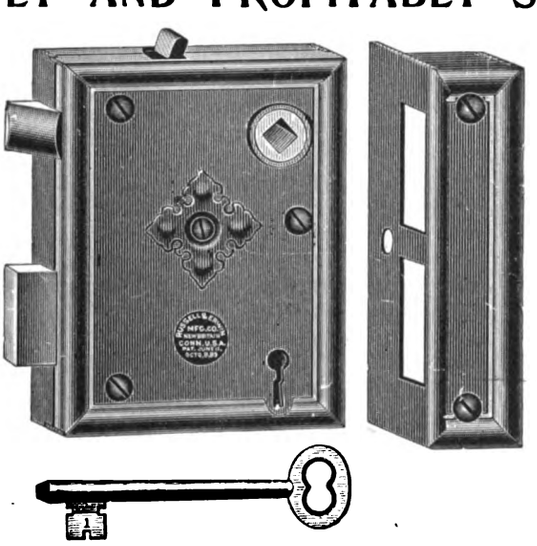
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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Abbeville, La.—The Vermilion Hardware & Implement Co. has been organized by the following parties: E. M. Stebbins, J. A. Summers and D. L. McPherson. It will be open for business on June 1.

Brighton, Vt.—The Bosworth Store Co. has been incorporated to do a Hardware business. Capital, $10,000. Incorporators: A. W. Bosworth, Lilia J. Bosworth, E. M. Bartlett, P. H. Dale, all of Island Pond.

Coeur d'Alene, Idaho—A. P. Perrenoud.

Edwardsvile, Pa.—John J. Jenkins has opened a branch hardware store on Church Street.

Farmington, Me.—Judkins & Ames.

Laurens, N. Y.—D. W. Grannis, of Bangor, Franklin county, has leased the H. B. Dummes store, and will open about July 1st with a general stock of Hardware.

Milford, Conn.—Walter M. Irving, the Hardware dealer, has leased the store room recently occupied by Goodwin & Co., the jewelers. He will use it to display farming implements.

Millers Falls, Mass.—Guy Frost.

St. Louis, Mo.—The Sligo Iron Store Co. has been incorporated to do an iron and Hardware business. Capital $400,000. Incorporators: C. R. Blake, T. P. Conant, G. A. Johnston, H. L. Beer, L. Blake, C. D. Blake, all of St. Louis; Mary C. Wise, of Alton, Ill.

Norfolk, Va.—The Paul R. Howard Hardware Co. has been incorporated with a capital of $50,000. Officers: Paul R. Howard, president and treasurer; Robert W. Lamb, secretary; P. R. Howard, R. W. Lamb, L. H. Wilkinson, E. K. Howard, S. C. R. Lamb and I. S. Moss, directors.

Walton, N. Y.—The L. E. Hoyt Co. has been incorporated with the secretary of state, to deal in iron, Hardware, machinery mill and railway supplies. The capital stock is $30,000, and the directors for the first year are Lindley E. Hoyt, Marcus J. Stanton and Edwin J. Brooks, of Walton; Arthur Pierson, of Apex, and David W. Lewis, of Rock Royal.

Waterloo, Ia.—The Cutler Hardware Co. has been incorporated to do a Hardware business. Capital $80,000. Incorporators: F. E. Cutler, G. W. Huntley, both of Waterloo.

Changes and Improvements.

Alger, O.—J. D. Sims has remodeled his rooms for the Richey Hardware store.

Cameron, W. Va.—Walter Spragg has disposed of his interest in the Hardware store doing business under the firm name of J. I. Spragg & Co., to J. I. Spragg, who will continue the business at the old stand.

Columbia, S. C.—The Spartan Hardware Co., with Mr. Henry Beacham, manager, have purchased the business of W. C. Cannon, on the square, and will continue in this line.

Lake Minnetonka, Minn.—R. H. De Groodt & Co. have moved their Hardware stock from their former location to one of the stores in the new Miller block on Water Street, Excelsior.

Leeds, N. D.—Iverson & Hillman, who some time ago bought the Hardware stock of Peter Madsen, have taken charge of the same.

Montrose, Pa.—The Hardware firm of Boyd & Cooley has been succeeded by the firm of Cooley & Son, Harry E. Cooley becoming associated with his father in the business.

New Haven, Conn.—A certificate of a decree of the Superior Court of New Haven County, changing the name of the Buckingham, Clark & Jackson Co. to "The Buckingham Hardware Co.," has been filed with the Secretary of State.

Packwood, Ia.—David Roth has bought John Snyder's partnership with Baker & Co., Hardware merchants, and Messrs. Baker & Roth have bought William Snyder's share of the Hardware firm of Snyder & Watson, and the prospects are that Mr. Watson will sell to them, which will give to Baker & Roth, one of the largest Hardware firms in the county.

Pennsburg, Pa.—Dr. James G. Mensch has sold his Hardware business to W. H. Renninger and Granville Gerhart. The new firm intends to remove the business to Dr. Mensch's tenant house nearby, as soon as the building has been remodeled.

Perrysburg, O.—John J. Amon has purchased the three-story brick building occupied by R. Danz's bakery and will move his stock of Hardware into the same in a few weeks.

Phoebus, Va.—William Shaffer has moved his Hardware and paint business to the store formerly occupied by Marcell Weber.

Schenevus, N. Y.—J. L. Hubbard has begun excavating the cellar and foundation for his new Hardware store on the corner of Main and Arch streets.

Shelbyville, Tenn.—Woolsey & Evans, Hardware merchants, have established a branch house at Bell Buckle.

Tunkhannock, Pa.—Bert Billings and John Ryan, of this place, have purchased the stock and good will of the Globe Hardware Co. of Montrose and will take charge of the business at once.

Watertown, N. Y.—H. S. Arthur has succeeded the firm of Howard & Arthur in the Hardware business.

Weeping Water, Neb.—Sackett Bros., for many years employed in the Hardware business at this place, have sold out to Robinson Bros. One of the new firm is from Lincoln and the other from South Dakota.

Wenham Depot, Mass.—Mr. Goodhue, the Hardware dealer, has moved from the building he occupied, on Willow Street, to one of the stores in the block on Main street.

West Somerville, Mass.—E. S. Sparrow, proprietor of the well-known Hardware store at the corner of Highland Avenue and Elm Street, is preparing to make radical changes in the property. The floor will be dropped nearly to the street level and the building enlarged so as to cover the vacant strip of land on Highland Avenue. New plate glass windows will be put in, and many other alterations made that will make the building and store thoroughly up to date.

Business Embarrassments.

Birmingham, Ala.—Thomas H. Herndon and Pomfrett L. Herndon, partners under the firm name of The Herndon Hardware Co., in the District branch of the Supreme Court of the District of Columbia, have filed a petition in voluntary bankruptcy. Their joint summary of debt is stated to be $3,763.11.

Cleveland, O.—Henry G. Herrick, Hardware dealer, has filed a deed of assignment in the insolvency court. He estimates his assets at $5000, with liabilities at $4500. Alex C. McKenzie is assignee.

New Hope, Pa.—Cook & Johns, proprietors of the leading Hardware and house furnishing store of this village, have made an assignment for the benefit of their creditors.

Sheboygan, Wis.—G. Louis Krause, Hardware merchant, has filed a petition in bankruptcy. Liabilities $4048; assets $7000, including exemptions.

Terre Haute, Ind.—R. R. Teel & Co., Hardware dealers, have filed a petition in bankruptcy, with $4012.40 liabilities and $2688 assets.

Burglaries in Hardware Stores.

Dilion, Mont.—Dart Hardware store, guns.

Elkins, W. Va.—James Hanley, pistols.

Hammond, La.—T. S. Baltzell, $40.

Fires in Hardware Stores.

Beachmont, Mass.—Carpenter Bros'. Hardware store has been destroyed by fire. Loss $1000, insured.

Bristol, R. I.—The Hardware store of William H. Munro has been damaged by fire.

Everest, Kan.—J. B. Lyon's Hardware store has been destroyed by fire.

Greenwich, Conn.—The Hardware store and carriage repository of John H. Ray & Son has been destroyed by fire.

Mayville, N. Y.—T. H. Hutson's Hardware store has been destroyed by fire.

Moira, N. Y.—W. S. Lawrence's Hardware store has been damaged by fire.

Mt. Vernon, Tex.—Hill & Morris' Hardware stock has been damaged by fire to the extent of $1500; insured.

Purcellville, Va.—The Hardware store of Calvin Forbes has been destroyed by fire.

Shipshewana, Ind.—George Ort's Hardware store has been destroyed by fire.

St. Paul, Neb.—F. W. Rincker's Hardware store has been damaged by fire.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Albany Saw Co. has been incorporated, with a capital of $2000, to manufacture and sell saws, particularly meat saws. The directors are William B. Mix, A. H. Spierre and L. H. Burdick, all of this city.

Bakerville, Tenn.—The machinery for the new axe handle factory at this place has arrived and will be put in operation as soon as possible. This will give employment to several. A large number of hands are now at work in the woods getting out timber preparatory to be hauled to the factory.

Bayonne, N. J.—The Barnes Lock & Foundry Co. has been incorporated. Hardware foundry. Capital $30,000. Incorporators: D. Nunan, J. B. Cowper, F. C. Mahnken, E. Stagg, all of Bayonne.

Binghamton, N. Y.—The Ryder Mfg. Co. has been incorporated, to manufacture gas heated flatirons. Capital $5000. Directors: Charles A. Ryder and Charles E. Lee, of Binghamton.

Camden, N. J.—The M. W. Lee Automatic Jacquard Card Cutting Machine Co. has been incorporated. Tool makers, etc. Capital $500,000. Incorporators: M. W. Lee, A. J. Bull, L. J. Bamberger.

Chicago, Ill.—The Wing Mfg. Co. has been incorporated. Capital, $15,000. Manufacturing and dealing in Hardware. Incorporators: Peter G. Wing, W. H. Sedgewick, F. W. Gans.

Chicago, Ill.—The Eureka Digger Co. has been incorporated. Capital $2500. Manufacturing post-hole diggers and Hardware specialties. Incorporators: Alexander Bauer, H. S. Hardy, Tucker Hardy.

Detroit, Mich.—The Michigan Mica Co. has been organized for the purpose of mining mica and carrying on the business connected therewith at Dillsboro, N. C. The capital of the company is $350,000.

Detroit, Mich.—The Voelkner & Reineke Mfg. Co. has been incorporated. Manufacturing and sale of Hardware specialties. Capital $20,000. Incorporators: H. A. Voelkner, C. Reineke, W. Shirray, all of Detroit.

Indianapolis, Ind.—The Standard Tack & Brad Co. has been incorporated, with a capital stock of $20,000. The directors are Jesse Atherton, Charles F. Lewis, Daniel A. Chenoweth, Henry Kothe and W. F. Henley, all of this city.

Kansas City, Mo.—The Economy Gas Lamp Co. have filed articles of association with the county recorder. The company will make gas lamps and gas fixtures. The capital stock is $40,000. The stockholders are M. M. Sweetman, Robert M. Snyder, William D. Snyder, J. P. Dawson and James W. King.

Little Valley, N. Y.—The George W. Korn Razor Mfg. Co. has been incorporated. Capital $25,000. Directors: George W. Korn, of Chicago, Ill., and James N. Norton, of Salamanca.

Changes and Improvements.

Clayville, N. Y.—The old Paris furnace property, belonging to the J. M. Butler estate, has been leased by William J. Millard and Charles T. Pratt. Messrs. Millard & Pratt intend to convert the plant into a factory for the manufacture of hoes and forks. Employment will be given to about 75 men.

Lowell, Mass.—The works of the Fifield Tool Co. on Marginal Street are being enlarged by an addition 50x120 feet in dimensions, for heavy machinery, and for the erection of machinery. In this addition the company is placing two of the heaviest planers in this section of the country. The addition is on the westerly side of the present works. The extension has been made necessary by the extraordinary demand for the heavier class of manufacturing.

McKeesport, Pa.—The National Tube Co. has begun the demolition and removal of the great charcoal iron works in its McKeesport plant and of the No. 2 puddle mill. The plant is to be removed to Riverton, and the removal and rebuilding will mean an expenditure of several hundred thousand dollars. The removal is necessitated by the increased business of the company demanding more room at the main plant. The ground now occupied by the charcoal iron works will be utilized in mammoth extensions of the finishing departments of the tube works.

Middletown, Conn.—E. L. Stine, representing a New York company, has purchased a factory site opposite the factory of the Keating Wheel Co. It is ample for a factory 160x75 feet and has advantages of railroad connections by spur tracks. Mr. Stine will immediately arrange for the erection of a factory for the manufacture of enamel and tinware. It is understood that the factory will be one story high, of brick and sufficiently large to allow for the growth of the business.

New Haven, Conn.—The Challenge Cutlery Co. have just purchased lots on Seymour Street, which, with the 90 feet purchased some time ago, gives them a frontage of 190 feet on that street. The company are arranging for the erection of a large factory building on the site, their business having outgrown their present quarters. The new factory will be 190 feet long, three stories high, of brick.

New York, N. Y.—The Columbia Tool Co. has leased the factory building owned by C. H. Nightingale, on East Fourth Street, Plainfield, N. J., and will establish its factory there as soon as the proper alterations can be made.

Ottawa, Ont.—Work has been started on a new brick building for the Ottawa Saw Works. It is being put up by the Ottawa Investment Co. The new building will be a brick structure, two stories high, and 95x97 feet. It is the intention of the Saw Co. to operate on a larger scale than before.

Rockford, Ill.—The Emerson Mfg. Co. have within the past six months completely remodeled and very materially enlarged the capacity of their already extensive plant devoted exclusively to the manufacture of agricultural implements. The arrangement of the machinery in the various shops is now such that much of it, such as elevators, cupola blowers, fans, various foundry apparatus, and some of the heavier shop machines, are operated by individual motors, other departments and the lighter machines being operated by a group drive, each group of machines being operated by a single motor.

Wallingford, Conn.—Barden Bros., late of Granville, N. Y., have purchased the entire plant, including water right, land, machinery, etc., of the Batcheller Mfg. Co., which they have converted into a scythe factory. Since the purchase they have been at work putting in new machinery until now they have about thirty men at work making scythes exclusively. Later on it is their intention to move the Granville machinery for the manufacture of Hardware specialties under the same roof, as they have abundant room, and power that will cost but a trifle compared with the cost in Granville.

Wilmington, Del.—R. C. Purvis, of Laurel Springs, N. J., has purchased of the Rawlins heirs the Middleford Mill property in Sussex county, and will establish a large plant to manufacture tinware, brass and nickelware.

Recent Fires.

Peru, Ind.—The large handle factory at Bunker Hill, this county, has been burned to the ground. Loss $8000; partially insured. The fire was started by sparks from an engine.

St. Johnsbury, Vt.—The building occupied by the Carpenter Lathe & Tool Co. has been destroyed by fire.

Winsted, Conn.—The large factory of the Winsted Edge Tool Co., one of the principal industries of this place, has been destroyed by fire. The loss is estimated between $25,000 and $30,000, covered by insurance. The cause of the fire is unknown. The building was a wooden structure, 300 feet long, for one-half its length two stories, and the remainder one story in height. Sixty men are thrown out of work. It is thought the factory will be rebuilt.

Miscellaneous.

Havana, Ill.—Havana has a new plant for the manufacture of shovels. It is outside of the shovel trust and is owned and operated by the Havana Metal Wheel Co. The main building is 200 feet by 60 feet with an annex 35 feet by 100 feet. It is a substantial brick building with slate roof and fully equipped with modern machinery. It has a capacity of upwards of 60 dozen shovels per day.

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THE AUDIT COMPANY

OF NEW YORK,

CORNER CEDAR and WILLIAM STREETS.

QUEEN BUILDING.

EXTRACT FROM BY-LAWS
OF
THE AUDIT COMPANY OF NEW YORK.

ARTICLE XIV.

EXAMINATIONS TO BE CONFIDENTIAL.

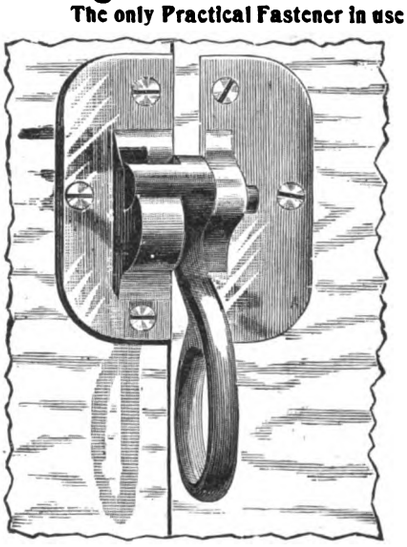
SECTION 1. The results of all audits and examinations made by this Company shall be treated as strictly confidential by both the examiner and the manager of the Company. In all cases, unless otherwise directed or requested by the applicants the reports of the Company shall be made in duplicate, one to be delivered to the applicant and the other to be sealed up and retained by the Company.

SEC. 2. In no case shall the duplicate report so retained by the Company be open to the inspection of the directors, officers or employees of this Company, nor shall the contents be made known except upon authority of a resolution of the Board of Directors of the Company.

SEC. 3. Each officer and employee of the Company who shall participate in making examinations or audits shall, on entering the employ of the Company, make oath that he will not divulge any information obtained by him in the course of his employment relating to audits or examinations.

The CONROY PATENT
Refrigerator Fastener.

The only Practical Fastener in use



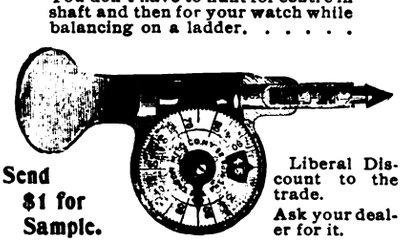
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P. J. CONROY,

Beware of Infringements. Paschall, Phila.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .



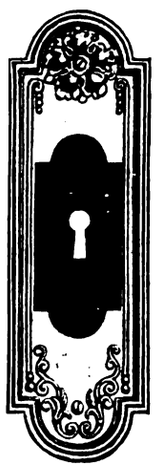
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Ask your dealer for it.

The Tabor Revolution Counter,

Elizabeth, N. J.



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Sargent's
Artistic Hardware.

A pleased customer

is the best advertisement. Please your customers by selling them Sargent's Hardware when they call for Sargent's Home builders know of it—it is advertised—and believe there is no Hardware quite so good; architects everywhere specify it because of the beauty of the goods—they know it will give satisfaction. With the renewal of building in the spring you will have calls for Sargent's Artistic Hardware.

SARGENT & COMPANY,

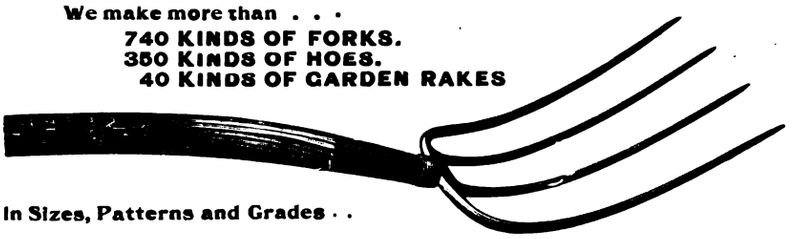
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We make more than . . .
740 KINDS OF FORKS.
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Illustrated Catalog on Application. . .

FORT MADISON, IOWA, U.S.A.

Largest Manufacturers of Hardware Specialties in the World



Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Snips, Pruning Shears, etc., etc.

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BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description;

and dealers in **WIRE and COLD ROLLED STEEL.**

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Baldwinville, Mass.—Henry Pickett.

Bath, Me.—A new bicycle repair shop has been opened in the Curtis store at the North End.

Biglersville, Pa.—C. G. Shank has opened a bicycle and repair shop.

Brazil, Ind.—Sam Grimes.

Brockton, Mass.—A bicycle repair shop has been opened in a part of the old tin shop, at the corner of Ashland Street, by Alfred Wells, of 77 Cherry Street.

Canaan, N. H.—Wesley Clark has opened his bicycle shop in the Harness building.

Constantine, Mich.—G. A. Ewers.

Cottage City, Mass.—S. A. Burns, Jr.

Crete, Ill.—O. H. King.

Deposit, N. Y.—W. B. Minor.

Derby, N. H.—Knapp & Perkins, repairing.

Dewitt, Mich.—E. P. Chadwick.

East Falmouth, Mass.—Crocker Cycle Co., re-opening.

East Orange, N. J.—The Frost Tire & Rubber Co. has been incorporated; deal in rubber goods, etc.; capital, $300,000; incorporators—G. C. Chaney, W. E. Hingston, C. H. Tuttle.

Grand Marais, Mich.—N. C. Viou.

Kent, Conn.—Louis Darling has opened a bicycle store and repair shop.

Lima, O.—The Co-operative Bicycle & Merchandise Co. has been incorporated. Capital stock, $10,000.

Limerick Village, Me.—Wm. Colloney, repairing.

Loogootee, Ill.—Albert Len.

Merrill, Mich.—Zuker & Brenner.

Middletown, O.—J. H. Myers has opened an electrical and bicycle supply store on Broadway.

Morrisville, Vt.—James Clark.

Naples, N. Y.—Burton Morehouse, repairing.

Nephi, Utah.—John Belliston.

New Haven, Ct.—C. W. Green, Lewis Block.

Newton, N. H.—Frank Carter.

New York, N. Y.—Henry Hall Sons' Co. has been incorporated to manufacture fishing tackle. Capital $25,000 ,and directors, Alexander G. Hall, of Rosebank, and Hugh McRoberts, of Tompkinsville.

Oriskany, N. Y.—Sweet & Ballou.

Palmer, Mass.—W. J. Knowlton has opened a bicycle store in the store between the Palmer Journal office and the store of E. Brown.

Rhinelander, Wis.—E. S. Anderson.

Rothsay, Ont.—Cowen Bros., repairing.

Saundersville, Mass.—Fred. S. Williams, formerly of Grafton.

Stonington, Conn.—G. H. Bennett, of New York, has hired the building on Water Street, near Cannon Square, and will open a bicycle repair shop.

Sulphur, W. Va.—C. L. Wiseman.

Utica, N. Y.—Bolton & Sweet, repairing.

Utica, N. Y.—C. E. Moore, 68 Sunset Avenue.

Wayne, Mich.—Chas. Culler, Wilson Block.

West Derby, Vt.—Fred. White.

West Derby, Vt.—John McLure.

Winnebago, Minn.—W. W. Pike.

Changes and Improvements.

Birmingham, Ala.—Alabama Bicycle Co., 106 S. 20th Street, have made improvements to store and completed repair shop.

Braddock, Pa.—Braddock Cycle Co.; J. E. Stahl has sold his interest to H. W. Davis.

Bridgeport, Conn.—H. M. Manwaring has rented 879 East Main Street as a branch store.

Centreville, Md.—W. McKenny & Lowe succeed Wright & McKenny.

Chicopee, Mass.—The Spalding wheel plant will shortly be transferred to the American Bicycle Co.'s Lozier factory in Westfield.

Cohoes, N. Y.—John M. Minogue, of Whitehall Street, has purchased the bicycle shop of Ed. L. Travis & Co., corner of Ontario and Saratoga Streets.

Cohoes, N. Y.—Scotland & Munro, of 72 Remsen Street, have purchased the interests in the Hardware, photo and bicycle line formerly possessed by Clute Bros.

East Brookfield, Mass.—Moreau Bros. have removed to the old plant of the Greyhound bicycle factory.

Gloucester, Mass.—Chas. J. Gray, Main Street, has completed alterations.

Henniker, N. H.—Frank Halliday has removed to the Howe Block, Main Street.

Indianapolis, Ind.—E. E. Perry, of this city, with W. A. Miles, of Michael Gleason, of Columbus, Ohio, have purchased the plant of the Richmond bicycle works at Richmond, Ind. The purchasers will incorporate a company, with $50,000 capital stock, and propose to engage in the manufacture of carriage lamps, carriage hardware and iron and brass bedsteads.

Los Angeles, Cal.—R. C. Hamlin has removed to No. 1820 So. Main Street.

Los Angeles, Cal.—S. & S. Cycle & Novelty Co. has removed to No. 556 So. Spring Street.

Mascoutah, Ill.—J. P. Friess has sold out.

Milford, Conn.—Wm. S. Clark succeeds Franklin M. Brown, River Street.

Millersburg, Ind.—John H. Miller has sold out.

Minneapolis, Minn.—A. M. Belina has been making alterations and improvements.

Mitchellville, Ia.—J. W. Pritchard is succeeded by Pritchard & West.

New Bedford, Mass.—W. P. Briggs, who has purchased the gun store of Considine Bros., 141 Purchase Street, will retain C. H. Fuller, who has been in charge of the store for many years past.

New Britain, Conn.—H. L. Pillard; half interest has been purchased by Henry L. Hance.

Northboro, Mass.—Lewis Guertin has opened a bicycle store in the rooms recently vacated by J. Bordereau. He will have wheels both to let and to sell.

Pittsburgh, Pa.—The Theo. F. Bentel Co. have removed to Nos. 100 and 102 Sixth Street.

Plainville, Conn.—A. H. Warner & Co., who employ about twenty men and boys in the manufacture of electrical and bicycle supplies, have completed plans for returning to Bristol, where there are fitting up a shop.

Pocatello, Idaho.—Geo. Addy succeeds R. E. Addy.

Pomeroy, Wash.—Stevenson-Ford Implement Co. succeed J. R. Stevenson.

Portland, Me.—Oren Hooper's Sons have refitted their store.

Robeline, La.—E. E. Jordan has sold out.

Reading, Mass.—H. K. Austin succeeds N. H. Hawes.

Recent Embarrassments.

New York, N. Y.—Edwin Oliver and Alexander Straus, who composed the firms of Edwin Oliver & Co., the Cycle Mfg. Supply Co. and Oliver Straus & Co., dealers in bicycle supplies, formerly at 23 Park Row, have filed a petition in bankruptcy, with firm liabilities of $100,473 and no assets.

Recent Fires.

Albany, N. Y.—Astrand Bros., Broadway, trifling loss.

Baltimore, Md.—Chas. C. Crooks, 42 West Baltimore Street; damage slight.

Brownsville, Tenn.—T. B. King.

Cohoes, N. Y.—The bicycle store of John Manogue has been destroyed by fire.

Glasgow, Ky.—Wood & Mueller.

Greenfield, Ind.—Thomas & Son.

Hudson, Mich.—Woods' bicycle store.

Montgomery, Ala.—Todd's gun store.

St. Catharines, Ont.—The plant of the Canada Cycle & Motor Co. has been destroyed by fire.

St. Paul, Minn.—F. M. Smith, 321 Wabasha Avenue; damage slight.

St. Paul, Minn.—A. N. Anderson Cycle Co., 612 First Avenue South; loss about $500, almost wholly by water.

Miscellaneous.

Norwich, Conn.—At a meeting of the stockholders of the Hopkins & Allen Arms Co. the special committee previously appointed to formulate plans to continue the business made their report, which was of a hopeful nature. According to the report, arrangements are under way towards the consolidation of the business with a Worcester, Mass., firm, and the removal of the latter plant to this city and the combined firms to be capitalized for $250,000.

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65 FULTON ST., NEW YORK.

. . . Manufacturers of every variety of

Wire Cloth and . . Wire Work.

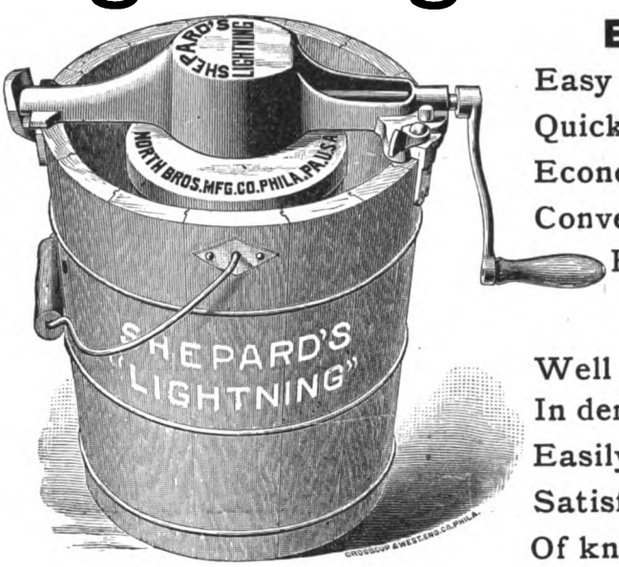
Bank and Office Railing, Ornamental Brass and Iron Work, Riddles and Screens.

Galvanized Chairs and Settees, for Cemeteries and Lawns.

Arches and Trellises. Window Guards and Wire Work of all kinds.

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EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical **results.**

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Well advertised.
In demand.
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Satisfactory in **use.**
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VICTOR TIRES. FIRST QUALITY, $3.75 ℔ pair.
NEW BRUNSWICK METEOR, FIRSTS, $3.75 ℔ pair.
NEW BRUNSWICK SECONDS. $2 75 ℔ pair.
NEW BRUNSWICK SECONDS, 30 in., $3 50 ℔ pair.
CHARTER OAK TIRES, made by Hartford Rubber Works, $2.50 ℔ pair.
DEWEY TIRES, made by Chase Rubber Co., $2 45 ℔ pair.
X STAR X TIRES, FIRST QUALITY, $2.25 ℔ pr.
PLUE HUBS while they last, $1.00 ℔ pair.
RIMS, THREE PIECE LAMINATED, the best made, 45c pair.
SPOKES AND NIPPLES. A GREAT BARGAIN. 50c ℔ 100.
CHAINS, "B" BLOCK, 50c. each.
PATCHING CEMENT, HALF PINT CANS, 15c ℔ can.
GRIPS, REINFORCED AND PAPER LINED, 5c. ℔ pair.

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Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

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CUT AND WIRE STEEL NAILS,

also **Headquarters** for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.

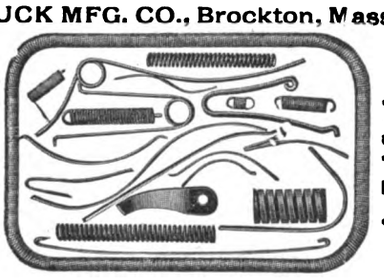
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Copper Nails and Tacks.

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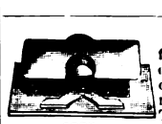
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Springs, Tools & Cutlery.



for Tool Catalogue.

Tempered Springs of all kinds.



CORK.

Patent Sand-Paper Blocks, for Carpenters, Cabinet-makers, Pattern-makers, and all other users of Sand-paper. No more sore and bleeding fingers The fastest selling tool in the market. Sold by all leading Hardware dealers. Manufactured by T. L. PREVOST, Racine, Wis.



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

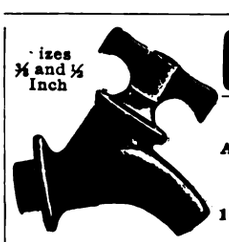
STEAM, HORSE and HAND POWER HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

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One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.



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CHEAPEST IN THE WORLD.

Adapted for Filters and Coolers also.

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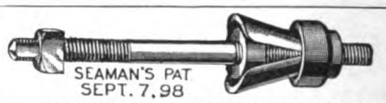


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RIVETS and WIRE NAILS.



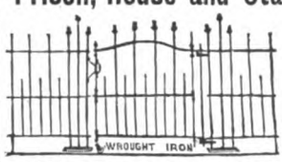
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D. C. SEAMAN & CO.,
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PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

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POTSDAM, N. Y.

Hardwaremen's Exchange.

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ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, 275 Broadway, New York. 29

FOREMAN TOOL-MAKER —A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, 275 Broadway, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York. 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, 275 Broadway, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, 275 Broadway, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer. eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, 275 Broadway, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, 275 Broadway, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, 275 Broadway, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, 275 Broadway, New York. 20

EXPERIENCED HARDWAREMAN. — Situation wanted by a young man experienced in general retail Hardware and builders' supply business. Age 25. A1 references. Address W. C. B., care HARDWARE, 275 Broadway, New York. 64

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER —Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

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Situations Wanted.

EXPERIENCED SALESMAN—Young man (26).experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, 275 Broadway, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, 275 Broadway, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, 275 Broadway, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, 275 Broadway, New York. 22

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, 275 Broadway, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, 275 Broadway, New York. 37

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, 275 Broadway, New York. 27

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, 275 Broadway, New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, 275 Broadway, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address. HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, 275 Broadway, New York. 31

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P. H., care HARDWARE, 275 Broadway, New York. 68

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMAN.—Wanted first-class traveling salesmen to sell as a side line the Cycloid all metal, full nickeled, air rifle. Sell at sight to Hardware and sporting goods trade. Address CYCLOID CYCLE CO., Grand Rapids, Mich. 65

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Location Wanted

FOR A NEW HARDWARE STORE (iron and farm tools not objectionable) in the middle West or South. Prefer a manufacturing city of 25,000 or more that has bright prospects ahead. Any information from a jobber, manufacturer or salesman will be properly appreciated. Have a good stock and fixtures ready to move if right location is found. Would buy a store with a small stock if necessary, but prefer to use our own if equally advantageous. Address N. E. N., care HARDWARE, 275 Broadway, New York. 74

Agencies Wanted.

AS LONDON AGENTS.—Darney & Co., 56 Great Queen St., London, Eng., manufacturers' agents and importers. Seven years established. The introduction of novelties a specialty. 77

EXCLUSIVE BRITISH AGENCY—I am open to take up and push a good specialty. Full particulars to HALL, 42 Old Broad Street, London, Eng. 79

HARDWARE MANUFACTURERS desirous of being represented east of Ohio by hustling agents, already established, could find the proper parties by addressing HOLMAN SUPPLY CO., 158 Pearl Street, Buffalo, N. Y. 71

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained for $300 if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, 275 Broadway, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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WRITE FOR QUOTATIONS



TRUNK, BAG AND DOOR HASPS.
BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N.Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

GET OUR PRICES BEFORE ORDERING

Mention "Hardware."

A MONEYMAKER

For all Pump and Hardware dealers, especially Jobbers.



The TORRENT RUBBER BUCKET.

POINTS OF SUPERIORITY:
SHORT LINK.
ENTERS TUBING SQUARELY.
WILL NOT CUT RUBBER.
GREAT FLEXIBILITY.
BEST MATERIAL FOR THE PURPOSE.
THE ONLY TRUE EXPANSION.
WILL ALWAYS HOLD ITS SHAPE.

Write for prices and particulars and illustrated catalogue.

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IMPROVED
YOUNG AMERICA SCALE.

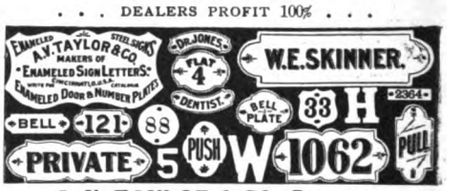
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BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

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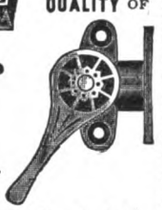


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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, OUALITY OF MATERIAL, AND FINISH.



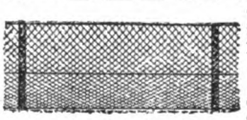
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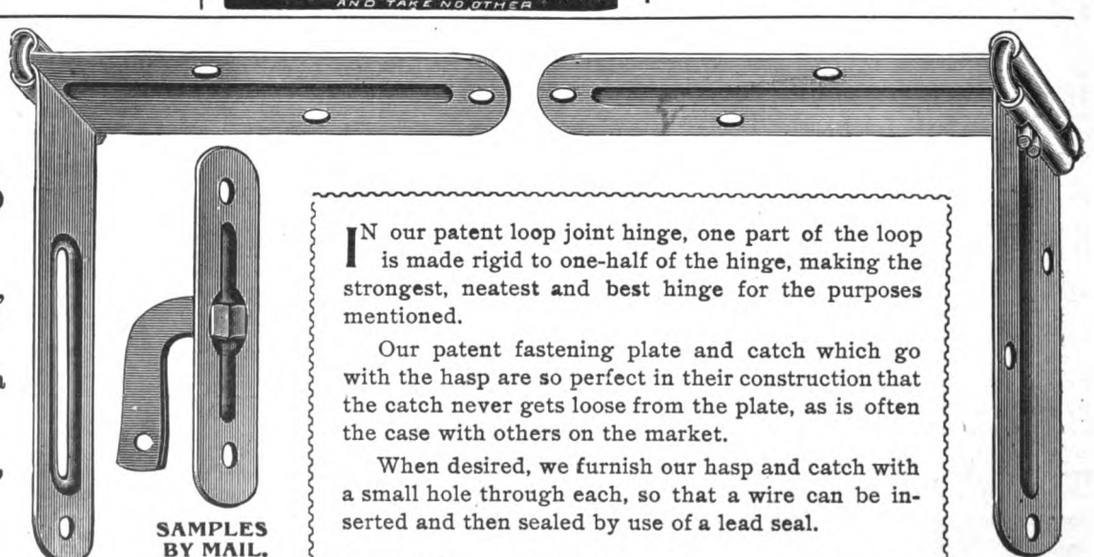
The best fence for farm and poultry purposes . . Also Gates and Lawn Fencing. Get our prices and Catalogue. . . .

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CARY'S PATENT
HINGE
AND
HASP

Designed Especially for
Fruit Crates, Milk, Egg, Cracker and other styles of Boxes, requiring a hinged cover.

CARY MFG. CO.,
19-21 Roosevelt St.,
NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters " , Railroad " — 50%

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D.	35c

CARTRIDGES—

Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sporting	15&5%
Blank Cartridges, 22 cal	10&5%
Blank Cartridges, 32 cal	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net

PRIMERS—

Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge, $7.50	20%
New Club, New Rival and Climax brands, 10 and 12 gauge	33⅓&%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33⅓&10%
Acme	33⅓&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and Climax	65%

SHELLS, LOADED—

"New Club," Black Powder	40&5%
"New Rival," Black Powder	40&5%
"Smokeless" Nitro Powder,	40&10&10&5%
"Acme," Dense Nitro Powder,	40&10&10&5%
"Trap," Nitro Powder	40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up	$ .60
B. E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

(P. E. group: 20%)

SHOT—

Tatham Bros., List Feb. 5, 1900: ℔ bag	
Drop Shot, sizes smaller than B, 25-lb bags	$1.40
Drop Shot, sizes smaller than B, 5-lb bags	.35
Drop Shot, B and larger sizes, 25-lb bags	1.65
Drop Shot, B and larger sizes, 5 lb bags	.40
Buck Shot, 25-lb bags	1.65
Buck Shot, 5 lb bags	.40
Chilled Shot, 25-lb bags	1.65
Chilled Shot, 5-lb bags	.40
Dust Shot, 25-lb bags	2.10
Dust Shot, 5-lb bags	.50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

	Each
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.00
[For 1000 lb lots 10% discount.]	
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00
Discounts on application.	

CANISTER POWDER—

	Each
E. I. Du Pont De Nemours & Co.: In cases of 25 each.	
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting, in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb	1.25
Discounts on application.	

Animal Pokes—

Iowa Farming Tool Co.:	℔ doz.
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's:	℔ gro.
Invisible, No. 3	$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe"	9¾c
Armitage's Mouse Hole	9¼c
Eagle Anvils, ℔ lb 9c	15@15&5%
Hay Budden, Wrought	8¾c
Peter Wright's	9¾@10¼c
Samson	40&10%
Trenton	9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise	40%
Holt's	40@40&10%
Millers Falls (with drill), $18.00	15%

Augers and Bits—

Boring Machine	60@60&10%
Com. Auger Bits	60@60&10%
Cooks:	
Augers	50@50&10%
Augers, Millwrights	45%
Auger Bits	50@50&10&5%
Car Bits	45%
Forstner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 80	50%
Nobles Double Spur, No. 82	50&10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 80	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Job T. Pugh's, Black	20%
Job T. Pugh's, Jennings Pat	35%
Snell's Ship Auger Pattern Car Bits	30&10%
Swan's:	
Jenning's Pattern Auger Bits	60%
Jenning's Pattern Car	40%
Jenning's Pattern Machine	25%
Russell Jennings' Augers and Bits,	25&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable, No. 4, $24.00,	25@25&10%
Cincinnati Nos. 1, 2 and 3	25&10%
Douglass'	25&10%
Ives	25&10%
Millers Falls, Goodell	15&7½%
Swan's	20%
Universal, each $4.50	20%

EXPANSIVE BITS—

C. E. Jennings & Co	33⅓%
Clark's small, $18	50&10%
Clark's large, $26	50&10%
Ives' Model, ℔ doz. $60	50%
Swan's	50&10%

DOUBLE CUT GIMLET BITS—

Common	40&10@50%
Mayhew's Diamond ℔ doz. $1.25	40%
Swan's	40%
C. E. Jennings & Co	45%
Ladds	60&10%
Mayhew's	40&10%
Snell's	40&10%
Snell's Bell Hangers	50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 60&	10&5%
for metal, 60&10&5%	
Cleveland Wood Bits for Brace	50&10%
Detroit	60%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%

TWIST DRILLS—

Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%
Standard Oil Tube Drills	15%
Syracuse	60&10%
W. & B. Diamond	60&5@60&10%
W. & B. Universal Self-Oiling	10%

SHIP AUGERS AND BITS—

L'Hommedieu's	15@15&10%
Snell's	30&10%
Watrous'	33⅓&%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com.	88c@$1.00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch ℔ doz.	$1.00
Stanley Rule & Level:	
Handled Brad	30&10%
Patent Pegging	50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:	
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10	60%
Brad Sets:	
No. 42, $10.50; No. 45, $12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Millers Falls Adj. Tool Holders:	
Nos. 1, $12; 2, $12; 4, $12; 5, $18.	15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50	30&10%

Axes—

First quality, best brands	$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, add 25c. ℔ doz.	

HATCHETS—

Hunt's, Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
Fayette R. Plumb:	
Broad, New List	33⅓&21⅓%
Lathing	33⅓&5%
Shingling	33⅓&5%
Warehouse	33⅓&5%
Vulcan Tool Co	40&5%
D. Simmons & Co.:	
Broad, Shingling and Claw, Lath, Hunters', etc.	50&5%
M. C. Ogden's:	
Broad	40%
Shingling, Claw, etc	50%
Handled	40&10%
Boys	50%

Axle Grease—

Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	$1.20
25-lb keg	2.75
50-lb keg	5.00

Balances—

Chatillon's:	
Light, Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%

Balances, Sash—

Pullman's	50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National	30%

Beef Shavers—

Enterprise:	
Japanned, each, $6.50	25@30%
Tinned, each, $7.50	25@30%

Bells—

HAND—

Extra Heavy Brass	60&10%
Light Brass	65&10%
Eastlake	60&10%
Pure Bell Metal	55%
Globe (Cone's Patent)	35%
Silver Chime	35%
White Metal	65&5%

DOOR—

Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50&10%
Multi-Stroke	40%
New Departure	45@50%

COW—

Common Wrought	70%
Kentucky	70@70&10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%

Bellows—

Blacksmiths'	60@10&5%
Hand	25&10%
Moulders'	25&10%

Belting, Rubber—

Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%
Cleveland Rubber Co.:	
Buckeye	60&10%
Shield High Grade	50&10%
War. 2 XL	40%

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell s Nos. 1 and 2, $3.00; No. 3, $3.00 ₱ doz.....25%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....11¼c
Standard, 500 ft. to ℔.....11¼c
Manila, 600 ft. to ℔.....14¼c
Pure Manila, 650 ft. to ℔.....15¾c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3.00.....33⅓%
Excelsior..₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forban's Improved Star Tenon ₱ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ₱ gr....$15.00
Merriman's Iron Lever ₱ gr.....9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburne's Plate ₱ gr.....9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's.....60&10@70%
Hartz' Steel.....50@50&10%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c.....50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....66⅔@66⅔&15%
Wrought Square.....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50@50&15%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &C.—
Bolt Ends.....60&5%
Machine.....60&5%
Carriage, Common.....50&15%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
Sleigh Shoe.....50&10%

TIRE—
American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—
Plow.....50&10%
R. B. & W. Plow.....50%
Stove, List Dec. 28, '99.....60%

MISCELLANEOUS—
Sink.....62½%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Bung.

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....25%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'	$2.75	$3.38
Jennings'	3.00	3.75
Millers Falls		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.).....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent.....75%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%
Window Screen Corner.....60&10%
Reading, Plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's.....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—
Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—
List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow.....
Fast Joint, Light Narrow.....
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 66⅔@70&5%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....55%

Can Openers—

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ₱ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz., $3.00.....50%

Cards—

Cotton.....2½
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior,"...₱ doz., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₱ doz.,...80c
Socket.....₱ doz., $1.75@$2..0

Carpet Sweepers—

		₱ doz.
Bissell Carpet Sweeper Co.:		
American Queen	Cyco-Bearing	$27.00
Crystal		30.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00

Lots of 5 dozen, $1.00 per doz. less.

TOY LINE—	₱ doz.
Baby	$2.00
Child's	2.50
Little Daisy	1.50
Little Jewel	6.00
Little Queen	3.50
Misses	9.00
Quantity rebates on application.	
Perfect, Nickel	20.00
Perfect, Japan	18.00
Champion, Nickel	17.00
Champion, Japan	15.00

"PRICE BEARING SWEEPERS"—

	₱ doz. net.
"Improved Victor,"	$18.00
"Criterion"	16.00
"Popular,"	14.00
"Sovereign," Nickel	20.00
Goshen Sweeper Co.:	New Prices ₱ doz.
Goshen Junior	$9.00
Eureka	12.50
Champion	17.00
Our Leader	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom-Action, Japan	19.00
Banner, Broom Action, Japan	20.00
Banner, Broom-Action, Nickel	22.00
Reliable, Broom-Action, Japan	20.00
Reliable, Broom-Action, Nickel	22.00
Rapid, Broom-Action, Japan	20.00
Rapid, Broom-Action, Nickel	22.00
Select, Broom-Action, Japan	20.00
Select, Broom-Action, Nickel	22.00
Easy, Cam Action, Japan	20.00
Easy, Cam-Action, Nickel	22.00
Common Sense, Cam-Action, Nickel	24.00
Our Best, Cam-Action, Nickel	24.00
Majestic, Cam-Action, Nickel	24.00
Imperial, Broom-Action, Nickel	24.00
Grand Republic, Broom-Action, Nickel	33.00
Mammoth, Broom-Action, Nic.	72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50@50&5%
American Proof Coil, 1000-℔ lots.

3-16	¼	5-16	5/16	7-16	½ in.
$8.50	6.60	5.60	4.75	4.60	4.50 ₱ 100 lbs.
9-16	5/8	11-16	¾	13-16	7/8 in. to 1 in.
$4.40	4.30	4.30	4.25	4.25	4.15 ₱ 100 lbs.

Less than cask lots add ¼@½c ₱ ℔
Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co., Breast Chain.... Covert Mfg. Co., Halter Chain.... Covert Mfg. Co., Heel Chain..... Covert Mfg. Co., Rein Chain..... Covert Mfg. Co., Stallion Chain.. } 85%
Galvanized Pump Chain.....5½@6c
German Coil, list July 24, '97.60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—
American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Chain Guards—

Aluminum S. & N. Co.....50%

Chain Hoists—

Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....
Mix.....
Ohio Tool Co.....
P. S. & W.....
Swan.....
Witherby.....
} 70%
C. E. Jennings & Co, No. 70.....20%
Jennings & Griffin Mfg. Co.....70%

TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5.00 to £
Tanged Firmers'.....40@40&10%

COLD CHISELS—
Good quality, ₱ ℔.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Patent, each, $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each, $7.00.....25%
Syracuse, Balz Patent.....30%
Skinner's Patent Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

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Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.50@50&10%
Carriage Makers', Stearns'..50@50&10%
Carriage Makers', P. S. & W. Co.40&10

Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk— ₱ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago.....Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ₱ doz.
Mascot.....$7.50 net
Monitor.....8.00 net
Stewart Pat.....9.00 net

Clips—

Norway Axle.....60&10&10%
Norway Spring Bar Clips....60&10&10%
Superior Axle Clips.....60&10&10%

Coffee Mills—

Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30
Logan & Strobridge Co.....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddel's New Box Mills.....10%
Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers, 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—

Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co..40&10%
Samson.....₱ doz $10.00
Williamson's.....40%

Corn Hooks— ₱ doz
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net

Countersinks—

Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50%
Wheeler's Patent.....50&10%

Crayons—

Sargent's List.....20%
Dixons: ₱ gro.
Eclipse.....$3.75
Emerald.....5.00
Oriole.....5.00
Rainbow.....2.81
Solid.....7.50

Curry Combs—

Fitch's List, Nov. 20, '96.....25&10%
Kohler's.....30@35%
New York Stamping Co. List, Sept. 17, '97.....40%
Perfect.....40%
Rubber, ₱ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%

Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Springs—

Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₱ doz. $5.50.45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in., ₱ gro.....$15.00
Torrey's Rod, 43 in., ₱ gro.....42.00
Victor, Coil.....50&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10%
Jennings & Griffin.....66⅔%
Mix.....70&10%
Ohio Tool Co.....70&10%
P. S. & W.....70&10%
Witherby.....70&10%
Watrous.....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Clamp.....20%
Ratchet, Billings' Double Acting..33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.....25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....50%
Ratchet, Weston's.....20@25%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—
See Augers and Bits.

BLACKSMITHS'

Coe's.....60%
Prentice.....60%

Drug Mills—

National Specialty Mfg. Co.....30%

Dust Beaters— ₱ doz.
Planet Mfg. Co., No. 1.....$3.00
Planet Mfg. Co., No. 2.....4.00
Planet Mfg. Co., No. 3.....5.00

Easy Lawn Swings— ₱ doz.
Ulrich Mfg. Co.....$85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ₱ doz. 75 cts., ₱ gro. $7.50
Extra Family Size.....₱ doz. 2.00
Keystone.....33⅓%
Spiral.....₱ gro. $4.25@$4.50
Standard Co.: ₱ gro.
Dover, No. 5.....$5 50
Dover, No. 10.....7.00
Dover, Steel Handle, No. 10.....7.00
Dover, Extra Heavy, No. 15.....12.00
Rival.....9.00

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ₱ lb.....10c
No. 54 to 150, ₱ lb.....10c } 20%
Flour, ₱ lb.....8c

Enameline— ₱ gro.
No. 4.....$4.50
No. 6.....7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives— ₱ doz.
"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.00 net
Wostenholm's.....$3 25..10%

Faucets—

Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock..40%
John Sommer's "Eclipse," Lock.40&10%
John Sommer's "Union," Lock...50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar. 50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40%
Lane's ₱ doz. $36.00.....40@40&5%
National Specialty Mfg. Co.....33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files.....30@25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forges—

Boynton & Plummers.....60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.....40&5%
Hay Forks, Four Tine, Standard Size.....66⅔%
Hay Header and Baler Forks, Four Tine.....60&30%
Manure Forks, Four Tine.....75%
Manure Forks, Five and Six Tine...70%
Grain or Barley Forks.....70&10&2½%
Heavy Mill, Manure or Street Forks.75%
Oyster Forks.....40&5%
Potato Digging Forks.....65%
Potato Scoop Forks.....50%
Shaving Forks.....40&5%
Sluice Forks.....40&5%
Socket Hay Forks, Four Tine..66⅔&5%
Socket Manure Forks, Four Tine....70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanner's Forks.....40&5%
Hay Forks, Three Tine, Standard Size.....66⅔%
Hay Header and Baler Forks, Three Tine.....67½&2½%
Hay Forks, Two Tine, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25@30%

Fry Pans—

Acme Fry Pans.....70@70&5%
Burnished, regular goods....75@75&10%
Standard List.....70&10@75%

No....	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₱ doz..	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₱ 1000 ft. $4.50.....25%
Common Cotton Fuse, ₱ 1000 ft. $4.75.....25%
Single Taped Fuse, ₱ 1000 ft. $8.00.25%
Double Taped Fuse, ₱ 1000 ft. $10.00.....25%

Gate Hinges—
See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, etc..55&10@55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....20&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit, ₱ doz. $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10 & 10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—

"Diamond" Gimlets, ₱ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%
Swan's, German Pattern.....40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—

Tinned.....30&10@40%

Graters—

Champion Nutmeg.....₱ doz. $9.00
Edgar's Nutmeg.....₱ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₱ gro. $9.00

Griddles—

Cronk's.....70%

Grindstone Fixtures—

P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%
Stowell.....55&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—

Britton's.....₱ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....35%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10%
Henry Cheney Hammer Co.:
Handled Claw.....40&10%
Machinists'.....50&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5@40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.33⅓&5%
Engineers and B. S. Hand...50&10%
Y. & P., A. E. Nail.....33⅓&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's Handy.....₱ doz. $3.00
Verree.....50&10%
Warner & Noble's New List.....25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb	₱ lb 40c	70@70&10%
3 to 5 lb	₱ lb 30c	
Over 5 lb	₱ lb 30c	70&5%

Heavy Weights.....70&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....35%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₱ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's.....50&10%
Chest Handles, Stearns' No. 1, Door or Thumb.....80c.70%

Nos.....	0	1	2	3	4
₱ doz...	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....35@35&10%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES—

Bronzed, with Cylinder Lock....50%
Bronzed....50@50&10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List. 60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....℔ gr. $2.25@2.50
Auger, large....℔ gr. 3.00@3.25
Auger, Douglass' Pat., ℔ set, No. 1, $1.0 : No. 2, $1.40.60&10%
Auger, Ives' Pat., No. 1....60&10%
No. 2 to 32⅛....40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00; No. 4, $1.25....25&10%
Brad Awl....℔ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd.. 1 50
Disston's Crosscut....50%
File, assorted....℔ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.50
Firmer Chisel, Apple, large, ℔ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large. ℔ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork..60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—

Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&20%
Barn Door, old pattern....60&10%
Barn Door, New England....66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge Barn Door....50%
Cronk's Roller Bearing, No. 0, $15.00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel, cov'd, Loose Axle....60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lane's Barn Door:
Barn Door, Standard....60%
Covered....50&10@50&10&10%
Special....50&10@60%
No. 50....50&10@60&5%
New Model, Tinned....30&10&40%
Parlor, Standard....40&40&5%
Manhattan....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ℔ dozen pairs....60&10%
Richards' Single Track, Steel....40&10%
Richards' Anti-Friction....50%
Stearns:
Single Track, No. 5....30&20%
Gem....60%
Royal....60%
Challenge....60%
Warner, 1 and 2....40%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless, Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00.60&10&2½%
Warner's Patent....20&10&10%
Wilcox....40%

Harness Snaps—

See Snaps.

Hasps and Staples—

McKinney's "Perfect," $1.10 ℔ doz. 40&10%
Wrought....80&10@85%
Wrought, Stanley....80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley....60&10%

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point..50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Wadsworth's....40%

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate, Rolled Raised....70%
Plate Hinges, "Providence," 6 to 12 in., ℔ lb, 5c., 14 to 36 in., ℔ lb, 4c.
Screw Hook and Strap, 6 to 12 in., ℔ lb, 3½@3¾c.; 14 to 20 in., ℔ lb, 3½@3½c.; 22 to 36 in., ℔ lb, 3@3¼c.

STRAP AND T HINGES—

Light Strap Hinges..66⅔@66⅔&10&10%
Heavy Strap Hinges....70@70&10&10%
Light T Hinges....50&10@60&10%
Heavy T Hinges 60&10@60&10&10&10%
Extra Heavy T Hinges....66⅔@70&10%
Long Chest Hinges....45@50&10%
Hinge Hasps....45@50&10%
Crate Hasps....45@50&10%
Crate Hinges....66⅔@70&10%

SPRING HINGES—

Bommer's....33⅓%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Keil's American....30%
Matchless, Double Acting Pivot....25%
New Idea, No. 1....℔ gr. $7.50
New Idea, No. 2....℔ gr. 18.00
Rex....℔ gr. 13.00
Royal, Japanned....66⅔%
Rubber....66⅔%
Sargent's List, 1894:
Bronze Metal....70&10&10%
Japanned Surface, Single....70&10%
Japanned Surface, Double....60&10%
Mortise....70&10%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....60&10%
Vigilant....60%
Stearns....75%
Union Spring Hinge Co.'s List, March, 1894....30%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acorn....℔ gr. $12 50
Acme....80%
Acme, Brass....20%
American....80%
Clover Leaf....℔ gr. $12.50
Columbia, No. 14....℔ gr. 9.00
Columbia, No. 18....℔ gr. 25.00
Crown....80%
Gem....3½%
Knoxall....℔ gr. $9.00
Oxford....25%
Wiles', No. 1, ℔ gr., $16.00; No. 2, $13.00

GATE HINGES—

Automatic....℔ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ℔ doz. $7.80....60%
N. E., Reversible, ℔ doz. $5.60....60%
N. Y. State, ℔ doz. $4.90....60%
Shepard's, Nos. 1, 2, 3....60&10%
Western, ℔ doz. $4.20....60%

BLIND HINGES—

Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....55@60%
Parker....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13....70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5....70&5%
Double Locking, Nos. 20 and 25...70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos. 1, 3 and 5....70&10%
Noiseless, Nos. 50, 60, 65 and 85...80%
O. S., Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ℔ doz. sets
Stanley's Rolled....20&10%
Stanley's Rolled Center....30%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes....65%
Cotton Hoes....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½%
Garden Hoes....75&2%
Harper's No. 7 Mortar Hoes....65%
Jersey Hoes....65%
Kretzinger, Cut-Ezy....75&5%
Ladies' Cotton Hoes....75&10&7½%
Laid Steel Edge Hoes....25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes....75&7½&2%
Planter Hoes, Regular Pattern...70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes....75&10&2%
Special Mortar Hoes....40&10&2½%
Sunhem Meadow Hoes....75&5&2½%
Tobacco Hoes....75&20%
Toy Ladies' and Boys' Hoes.70&10&10%
Truck Hoes....50&10&2%
Warren Hoes....60%
Weeding Hoes and Rakes....75%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—

Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE—

Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED-WARE—

Boilers and Saucepans....45@50%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans...45@50%

SILVER-PLATED—

4 mo. or 5% cash in 30 days.

Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—

Potato, all kinds....70%
Manure....70%
Iowa F. T. Co.'s Clam....60&10&2½%

BUSH—

Jennings & Griffin's....33⅓&5%

CORN—

Kretzinger Cut-Ezy....℔ doz. $3 net

CAST IRON—

Bird Cage, Sargent's list....60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list....50&10%
Coat and Hat, Sargent's list....50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—

Cotton....℔ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works)....20%
Hammock Hooks, E. C. Stearns, ℔ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley....80&10%

WIRE—

Atlas Coat and Hat....45%
Belt....60%
Crescent, Coat and Hat....60%
Wire Coat and Hat, Acme....60%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—

Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass ...No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&10%
American, all sizes						10½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	19c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin	19c	17c	16c	15c	14c	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—

Horse and Mule, per keg....$3.75
Burden's, all sizes....3.70
Bryden, Phœnix, Perkins, &c....3.75
Diamond State, Shoenberger, Crescent, &c....$3.75&5%
Factory Shipments.

Horse Ties—

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....20%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50%
Competition....70%
Extra....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....℔ gr. $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....℔ doz. $12.00
Ice Crusher, No. 3...℔ doz. 8.00
Ice Crusher, No. 2...℔ doz. 6.00
Ice Crusher, No. 1...℔ doz. 20.00
Ice Tools....℔ doz. 4.00
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33. ℔ doz. $6.00..25@30%
No. 34. ℔ doz. 15.00..25@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives, ℔ doz $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....10%
Base, Rubber Tip, 2½ in. Bead, ℔ gr. $1.50
Carriage, Jap....℔ gr. 80c..60%
Door Mineral, R. & E. list...45&10%
Door Por. Jap'd, " " ...45&10%
Door Por. Nickel, " " ...45&10%
Picture, Judd's....50&10%
Picture, Sargent's....60&10%
Yale & Towne Wood....net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Gibbs' Arc.....℔ doz. $10.00
Gibbs' Hustler.....℔ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
℔ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ℔ lb
Lead Pipe, full lengths.....6½c
Lead Pipe, cut lengths.....7c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....37½c
Sheet Lead, full rolls.....7½c
Sheet Lead, cut rolls.....8½c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ℔ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....℔ doz. $6.00
30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..30%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.
Branford Lock Co.....net prices
Champion Night Latches.....40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%
Nos.... 1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....℔ doz. 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ℔ doz.....70@70&5%
Nos..... 11 12 13
$27 $33 $45
Home No. 1, ℔ doz. $28.....60%
Little Giant.....50&10%
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ℔ doz.....45@45&10%
Nos..... 1 2 3
$22 $30 $40
Woodruff's, ℔ doz.....33⅓%
Nos..... 100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter.....
℔ doz. $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Magnolia, Anti-Friction.....25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@e0&5%
PICTURE—
Brass Head, Combination list.....50%
Brass Head, Sargent's list... 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, ℔ doz.....$9.00
Cyclops.....35%
Eclipse.....℔ doz. 18.00, 25&10&10%
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton, No. 2.....℔ doz. $10.00
Scranton, No. 3.....℔ doz. 9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point, ℔ gro. $12, 25%
Humason's.....50&10%
℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon..... 4.00@4.75
Round, assorted..... 3.00@3.25
Square..... 4.00@4.25
Snell's:
Octagon.....$4.75
Corrugated..... 6.50
Knurled..... 9 00

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$4.70
Hot pressed, hexagon, blank..... 4.90
Hot pressed, square, tapped..... 4.50
Hot pressed, hexagon, tapped..... 4.70
Cold punched, plain, square, blank 4.00
Cold punched, hexagon, square, blank..... 4.00
Cold punched, plain, square, tapped..... 3.80
Cold punched, plain, hexagon, tapped..... 3.80

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader..... .60
Perfect Oilers..... 1.50
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10
Malleable, Hammers, New Style, 10&5&20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....5&10&60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ℔ lb.....$ .60
Rosy Red Washita..... .60
Extra Washita, Green Paper Wrapper, ℔ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to 5⅝ at back, 1/8 to 5-16 edge, ℔ lb:
Lily White Slips..... .90
Rosy Red Slips..... .90
Extra Slips, same sizes as above.. .80
No. 1..... .70
No. 2..... .40
Penknife Pieces, 8 to 5x1 to 1¼x¼ to ⅝, ℔ lb..... .70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ℔ doz.
8x2.....$12.00
7x2..... 11.00
6x2..... 10.00
5x2..... 9.00
4x1¼..... 7.00
3½x1..... 5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1⅛, ℔ lb.....$ .24
About 2x2x1⅛, extra selected.... .40
Discount, 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, ℔ lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%
MISCELLANEOUS— ℔ lb
American Packing..... 8c@10c
Cotton Packing..... 18c@14c
Italian Packing..... 10c@12c
Jute..... 5c@5½c
Russian Packing..... 10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ℔ doz.
Advance.....$ 4.50
Baldwin..... 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State..... 12.00
Improved Bay State.....$27@30.00
Little Star..... 4.00
New Lightning..... 5.50
Penn..... 3.75
Perfection..... 4.00
Reading, 72..... 4.00
Reading, 78..... 7.00
Scott's Pat. Rotary.....$15.00, 20%
Turntable, Old Style..... 4.50
Turntable, 1898..... 5.00
White Mountain..... 4.00
POTATO— ℔ doz.
Saratoga.....$5.50
White Mountain..... 4.50

Pencils—
Dixon's: ℔ gro.
Carpenter's.....$3.67@8.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Lead..... 2.18@4.38
Lumber..... 6.87
Mascot, Hexagon..... 3.75
Mascot, Round..... 8.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous.....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ℔ doz. $12.00.....25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb s Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ℔ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ℔ doz. $12.00..80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....℔ lb 8c
Joseph Dixon's.....℔ gro. $5.75, 10%
Gem.....℔ gro. 4.50, 10%

Poppers, Corn—
Round or square, ℔ doz. ℔ gro.
1 qt..... $ .75 $ 6.50 } 10@
1½ qt..... .85 8.00 } 15%
2 qt..... 1.15 12.00 }
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers— ℔ doz.
Disston's Samson Digger....$34.00, 25%
Kohler's: ℔ doz.
Little Giant, No. 12.....$12.00
Hercules, No. 25..... 10.00
Invincible, No. 6..... 9.00
Pioneer, No. 714..... 7.50
Lock Lever, No. 20..... 12.00
Universal, No. 49..... 12.00
New Champion, No. 37..... 6.00
Iron Handle, No. 38..... 7.00
Ryan's.....℔ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.....60%

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw....₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12 00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70.....50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 181, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No 235, Fig. 403, Windmill Pump.....16 00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16 00
No. 268, Fig. 513, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co..20&2%

Rail—

	Barn Door, Light, In.	½	⅝	¾
	₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....23¼c
Barn Door, "None Better" No. 2, ₱ foot.....31¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3 75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand in papers.....52½%
Coopers', in bulk.....52½%
Block and Carriage, in papers...52½%
Hame.....52½%
Belt with Burrs, Tinned or Copper.....52½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

Cotton Rope, Best, ₱ lb
¼ inch and larger.....18 @14c
Medium, ¼ in. and larger...10 @12c
Common, ¼ in. and larger..8½@10c
Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....14½@15½c
⅜ in.....15 @16 c
¼ and 5-16 in.....15½@16½c
Hay Rope, Medium.....14½@15½c
Sisal:
7-16 in. and larger.....9½c
⅜ in.....10 c
¼ and 5-16 in.....10½c
Med. L'th Y'rn.....9½c
Hay Rope.....10 c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....85&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c

COLD HANDLED—

Enterprise Mfg. Co. of Pa....20&5&5%
Self-heating.....₱ doz. $10.00, 20%
Self-heating, Tailors'..₱ doz. 22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass," White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 33c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach s.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No 161.....₱ doz. 5.75@ 6.00
Union Platform Plain.... 2.00@ 2.10
Striped.....2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—

Phillips: ₱ doz.
⅞ in., Style E, Fancy Screen Doors.....$12.00
⅞-in., Style G, Common Screen Doors.....7.75
⅞-in., Style K, Fancy Screen Doors.....9.90
⅞-in., Style K4, Fancy Screen Doors.....10.50

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Window Screen Frames.....0%
Stearns':
Frames and Corners.....25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₱ doz. $6.00 net
Electric Spiral No. 02..₱ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%

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C. E. Jennings & Co .. ..40&10%
Jennings & Griffin 60%
Jones Reversible Spiral No. 2
₱ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40..... .....66⅔%
Screw-Driver Bits (Snell's) ₱ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86..... .....70&10%
Snell's Nos. 5 and 10 .....75%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Balsley's Patent.....33⅓%
Williamson's:
Beauty, ₱ doz.....$1.00 } 40%
Gem, ₱ doz .....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—

WOOD SCREWS—

List, January 1, 1900.
Brass, Flat Head 77½%
Brass, Round Head.....72½%
Bronze, Flat Head 72½%
Bronze, Round Head.....70%
Coppered, Flat Head..... .....75%
Coppered, Round Head 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head..... 70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron Round Head.....70%

MACHINE—

List, January 1, 1898.
Brass, Flat Head..... ... .50%
Brass, Round Head.....50%
Iron, Flat Head 50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

Coach. List, Feb. 14, 1895 ..... .70%
Hand Rail..... .....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&5%

BENCH, HAND, ETC.—

Bench, Iron, ₱ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech... ...₱ doz. 2.40
Chair .....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing 50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool .....50&10%

Scroll Saws—

Barnes' No. 1, $8; No. 6, $10; No. 7, $15..... .....25%
Barnes' Scroll Saw Blades.....40%
Cricket..... .....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00 ... .15&10%

Scythes—

Grain .....net
Grass .....net
Scythe Snaths..... 40@40&10%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers... .....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel. 60%
Shears, Tailors'.....40%
Shears, Tinners' 40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled..... .... 60%
Standard Cutlery Co.:
Japanned..... .....70&10%
Nickeled . .....60&10%
Star Brand:
Nickel Scissors..... . .....60%
Nickel Shears..... .....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned 70%
Nickeled.... .. ..60%
Tailors' Shears..... .40%
Tinners' Snips.....40%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list..... .....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895.
60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—

Reading list.....60%
R. & E. Mfg. Co. s..... 60@60&10%
Sargent's list 70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.90	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—

Brass Head .....60&10@60&10&10%
Iron Head .....60&10@60&10&5%

Shutter Bars—

Ives'.....55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine..₱ gross, $10@$11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—

Eureka.....₱ doz. $1.75; ₱ gro. $18.00

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise. .....25@30%
Enterprise Mfg. Co..... ...25%
Tucker & Dorsey:
1 Knife .....₱ gro. $16.50@$20.00
2 Knives.....₱ gro. 22.50@ 30.00
Kraut Cutters 50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise..... ..... 25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Anchor (T. & S. Mfg. Co.) 55%
Cockeyes..... .....66⅔%
Fitch's:
Bolt.....45%
Bristol ....40&10
Champion 40%
Clipper.....50&10&5%
Empire .....50&5%
National .....50&5%
Security 40%
Victor..... .....60&5%
German, new list.... .....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring..... .....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps....
Breast Strap Protector.....
Double for Bits or Trace Carrier } 45%
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....40%
Derby Snaps 35%
Rope Snaps 40%

Soldering Irons—

Covert Mfg. Co.....20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) ...50&10%
Iron.....₱ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best 50%
Wood, 2d quality..... .. 33⅓%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle" .....50&10%
"Star" .....50&10%
Rogers, Smith & Co .. ..50&10%
Rogers & Hamilton ....50&10%
Holmes & Edwards..... ...50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—

₱ doz. net.
"1847".....$3.50
"Anchor" 3.25
"Eagle" 3.25
"Star" 3.25
Rogers, Smith & Co..... 3.25
Rogers & Hamilton..... ... 3.25
Holmes & Edwards..... 3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60)&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900 .....65&10%
Steel and Iron.....65&10%

Stair Rods—

Black Walnut ... .60%
Brass, Oval or Hollow..... .50%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ₱ lb... .....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—

Chatillon's 30%

Stocks and Dies.

BICYCLE—

Holroyd & Co..... ....35%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co..... .....40@50%
Lightning Screw Plate..... ... 25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.... .....75&10@80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks..... 90&10&10%
Carpet Tacks:
American, Blued .....90&10&10&10%
American, Tinned .....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S ....90&80%
Common and Patent Brads.....70&10%
Finishing Nails .....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.90&10&10&10%
Double Point, in bulk..... ....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers -

Columbia, No. 1, ₱ doz., net $1.00
Columbia, No. 2, ₱ doz., net 1.50
Little Jack.....₱ doz..... 1.00

Tapes, Measuring—

American Asses' Skin... ....40&10@50%
Leather Case ....25@25&10%
Steel .....33⅓@40%
Chestermans..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw..... . 70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ¼ to 1½.....80@80&10%
Pipe, 2 to 4..... . ...70@70&10%

Thumb Latches—

See Handles.

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Torches—

National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—

Backus and Union.....40%
C. E. Jennings & Co., "Eureka" ...25%
Cook's 25%
Sargent's..... .....40&10%
Stanley's.....30&10%
Tower & Lyon 33⅓%
Prentiss'.....20@25%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track 3.25
Common 6 in. Wood Sheave Pulley, Fig. 483.... .....₱ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork .....each, 3.50
Double Rail Steel Track, complete with clamps.....₱ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435 .....₱ doz. 2.15
Faultless Steel Frame 6 in Plain Pulley, Fig. 485 .....₱ doz. 1.90
Floor Hooks, ¾ in.....₱ doz. .70
Floor Pulley, Wood Sheave, Fig. 486 .....₱ doz. 2.25
Hanging Hooks for Double Steel Track .....₱ doz. .65
Hanging Hooks for Single Steel Track .....₱ doz. .65
Hanging Hooks for Wood Track, 10 in .....₱ doz. .55
Hanging Hooks for Wood Track, 14 in 65
Malleable Frame K. P. Pulleys, Fig. 676..... ₱ doz. 2.40
Malleable Rafter Brackets, ₱ doz. .40
Nellis Fork .....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 484.....₱ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... 3.25
Rope Hitch..... .....₱ doz. 1.75
Single Rail Car, Single Steel T... 3.50
Single Rail Steel Track with clamps..... ₱ ft. .09

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Sprout's Shear Fork, each $1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track..... 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 308 and 304, ₱ 100..... $12.00
Shaw's:
Copper Finished..... 80&10%
Lever..... 70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50. ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole..... 15%
H. & N..... 65%
Newhouse..... 40%
Victor..... 70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse..... 50%
Improved Rat..... 50%
New Rat..... 50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em-alive, ₱ doz.$2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal, ₱ gro..... $9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24..... $10.50
No. 8, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole. .....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... 4.20
Reddy, No. 30..... 3.60
Reddy, No. 40..... 3.60
Reddy Rat Traps, No. 2..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick.....80%
Disston's:
Brick and Pointing..... 80%
Plastering..... 25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick..... 30%
Plastering..... 25%
Pointing..... 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... 25@25&5%
Richardson.....25@25&10%
"Rose" Brick, Plastering and Moulders..... 30@30&10%
Sargent's Garden, No. 1..... 50%
Sargent's Garden, No. 15..... 45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw.....15%
Holland's.....40%
Howard's.....40%
Little Giant Bench..... ...25&10%
Lowell Hand.....33⅓%
Millers Falls:
Mechanics'.....net@10%
Oval Slide.....50&10%
Ball Clamp..... ..45%
Gravity.....net
Hand..... ...15%
Moore's.....20%
Parker's:
Regular..... 20@25%
Combination Pipe..... 55@60%
Oval Slide..... ...55@60%
Victor..... ....20@25%
Vulcan..... .....40@45%
Phenix.....20@20&10%
Prentiss..... .....20@25%
Sargent's..... 70%
Simpson's Adjustable..... 40%
Stephens.....25@33⅓%
Trenton..... ..... 40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati..... 50%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. .....25&10%

Window Stop Adjusters—

Ives' New List..... .....40%
Taplin's "Perfection"..... ...50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... .....20%
Bright Wire Goods, New List.30@30&10%
Cast Steel Wire.....50%
Copper Wire.....10%
Malin's Annealed and Tinned on Spools..... .....60&10%
Malin's Brass and Copper on Spools.50%
Market Wire, Bright and Annealed:
Nos. 6 to 9.....70&10%
Nos. 10 to 18.....72½&5%
Nos. 19 to 26.....75&7½%
Nos. 27 to 36.....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9..... .....67½&5%
Nos. 10 to 18..... 70%
Nos. 19 to 26.....70&10%
Nos. 27 to 36..... .72½&5%
Tinned:
Nos. 6 to 14.....70&10&5%
Nos. 15 to 18..... .....70&5&5%
Nos. 19 to 26..... 70%
Nos. 27 to 36.....65&10%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported.....₱ lb. 60@70c
Stub's Steel Wire..... ..$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting..... ....75&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50@$1.75

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .30%
Iron..... ... .30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.20
Alligator.....70%
Baxter's.....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder.....55%
No. 3 Pipe, Bright..... .....50%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%
Bicycle:
Club..... .....40%
Superior..... .....40%
Featherweight..... .....40%
Protection..... .....40%
Boardman's..... ....30@33⅓%
Coes':
Genuine.....25&10&5&5&3%
"Mechanics'" ...25&10&10&5&5&3%
Coes' Pattern, Wrought Bar...60&5&5@ 10&10%
Donohue's Engineer..... ... 40%
Eagle Pipe..... .....50&10%
Gem..... .....33⅓%
Stillson Pipe..... 50%
Taylor Pipe and Nut..... ... 40%
Acme.....60@60&5%
Bull Dog.....60&10%
Hercules..... ....70%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... .....2%
Peerless Mfg. Co., list Feb., 1892 .....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 68c
Linseed, City, Boiled, in barrels, ₱ gal. 70c
Out of Town on Spot.....₱ gal. 68c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk..... ....$1.90
In bladders..... 2.40
In cans, 50 lb..... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.50
In cans, 3 lb..... 4.00
In cans, 2 lb..... 4.50
In cans, 1 lb..... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb	
Blue, Chinese	35 @40	c
Blue, Prussian	33 @38	c
Blue, Ultramarine	6 @30	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3 @ 7	c
Umber, Turkey, burnt	2½@ 3¼	c
Umber, Turkey, raw	2¼@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in bulk	15 @16	c
Indian Red, American	2½@ 3	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best.	18 @15	c
Black Lampblack, common..	7 @10	c
Blue, Chinese	35 @40	c
Blue, Prussian	32 @25	c
Blue, Ultramarine	16 @20	c
Sienna, burnt	12 @15	c
Sienna, raw	12 @15	c
Umber, burnt	12 @16	c
Umber, raw	12 @16	c
Brown, Vandyke	12 @16	c

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co., Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven. Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fence Ratchets.

Electric Oil Stove Co., Jackson, Mich.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

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Samson Cordage Works, Boston.

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Enterprise Mfg. Co. of Pa., Philadelphia.

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Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
Schneider & Trenkamp Co., Cleveland, Ohio.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

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Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

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Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport, Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

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C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

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Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

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Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

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L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

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American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
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Union Hardware Co., Torrington, Conn.

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E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

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Hardware Publishing Co., New York.

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Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

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John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
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Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Chains.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Washers.

Leather and Brass Mfg. Co., Seneca Falls, N. Y.

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Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York.

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Rail, Barn Door.

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Underhill, Clinch & Co., New York.

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Dunbar Bros., Bristol, Conn.
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Cincinnati Screw & Tap Co., Cincinnati, Ohio.
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Spring Hinges.

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Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

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Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York, Chicago.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Sargent & Co., New York.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co..... 4
Allerton-Clarke Co. 45
American Cutlery Co.....52
American Railway Supply Co.... *
American Shearer Mfg. Co.....50
Ames Sword Co..... 11
Arcade File Works.....45
Arcade Mfg. Co..... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co.....43
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co..... 1
Audit Co. (The) of New York.....47
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Baldwin Refrigerator Co..... 9
Barnes (Wallace) Co.....47
Barnett (G. & H.) Co.....68
Berger Bros Co.....14
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....52
Bommer Bros.....68
Boston Belting Co..... *
Brass Goods Mfg. Co.....52
Broadway Bicycle & Sundry Mfg. Co.....49
Bruce & Cook 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 5
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co.....68
Cary Mfg. Co.....52
Chadborn & Coldwell Mfg. Co....17
Champion Safety Lock Co.....52
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons..... 6
Chilton Paint Co.....50
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Galvanizing Works....49
Cleveland Stone Co..... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co..... 67
Coates Clipper Mfg. Co.....11
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....42
Conroy (P. J.) Co.....47
Contractors' Plant Mfg. Co.....49
Covert Mfg. Co..... 1
Cronk Hanger Co.....15
Cushman & Denison.....41

D

Dangler Stove & Mfg. Co.....67
Deming (The) Co..... 68
Detroit Fence Co.....52
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co.....11
Dow Wire Works Co.....16
Ducharme (F. E.) & Son..... 1
Dunbar Bros..... 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works..... *
Electric Oil Stove Co..... 9
Ellis & Helfenberger..... 50
Enterprise Mfg Co. of Pa..... 8
Erie Specialty Co..... 2
Estey Wire Works Co 49

F

Field (Alfred) & Co.....10
Fitch (W. & E. T.) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co 67
Glidden Varnish Co..... 39
Goodell Co.....14
Graham (John H.) & Co..... 8

H

Hanson & Van Winkle Co..... 2
Hardware Publishing Co.....14
Hardwaremen's Exchange.....50
Harkins (T. B.) Foundry Co.....10
Harrington & Richardson Arms Co..... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham..... 1
Hawkins Co..... 67
Heinisch's (R.) Sons Co..... 5
Holmes & Edwards Silver Co.....10
Howard Iron Works..... 2

I

Iowa Farming Tool Co..... 47
Ives (H. B.) & Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co..... 3
Kimball Bros.....14
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....40
Lane Brothers Co..... 2
Leather and Brass Mfg. Co 41
Leete, C. H.....50
Leonhardt & Co..... 7
Litchfield J. M.....49

M

Magnolia Metal Co..... 1
Major Cement Co.....40
Marsching (J.) & Co..... *
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co.....14
Miles, Franklin S..... 3
Morrill, Charles.....17
Mosler Safe Co.....41
Mugford, A..... 2
Myers (F. E.) & Bro.....16

N

National Sewing Machine Co..... 9
New Domestic Sewing Machine Co.....15
New Jersey Wire Cloth Co.....65
New York Stamping Co.....67
Newton, Wm. M..... 2
Nicholson File Co.....68
Niles Mfg. Co 2
North Bros. Mfg. Co.....49

P

Payson Mfg. Co..... 2
Pelouze Scale & Mfg. Co.....11
Pike Mfg. Co.....42
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L..... 49
Pugh, Job T.....10

R

Reading Hardware Co.....11
Remington Arms Co..... *
Robertson, Arthur R.....40
Rodgers (Joseph) & Sons 10
Russell & Erwin Mfg Co..... 43

S

Salem Nail Co.....49
Samson Cordage Works..... 1
Sargent & Co.....47
Schneider & Trenkamp Co.....13
Scranton (The) & Co.. 1
Seaman (D. C.) & Co.....50
Sears, Roebuck & Co..... 67
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co 49
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....47
Sommer's (John) Son.....68
Standard Paint Co 18
Standard Tool Co..... 1
Stanley Rule & Level Co.....41
Stebbins (Chas. J.) & Co..... 3
Stewart Iron Works.....17
Stimpson (Edwin B.) & Son.....68
Sudlow, John W.....67

T

Tabor Revolution Counter.....47
Taylor (A. V.) & Co..... 52
Thacher Belting Hook Co..... 5
Torrent Pump Co.....52
Tower & Lyon..... 12
Townsend, C. C. & E. P.....50
Tryon (Edw. K.) Jr. & Co..... 17
Tuck Mfg. Co 49

U

Underhill, Clinch & Co..... 3
Underhill, Clinch & Co.....11
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1

V

Van Dorn Iron Works.....50
Van Wagoner & Williams Hdw. Co.....68
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....11
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16

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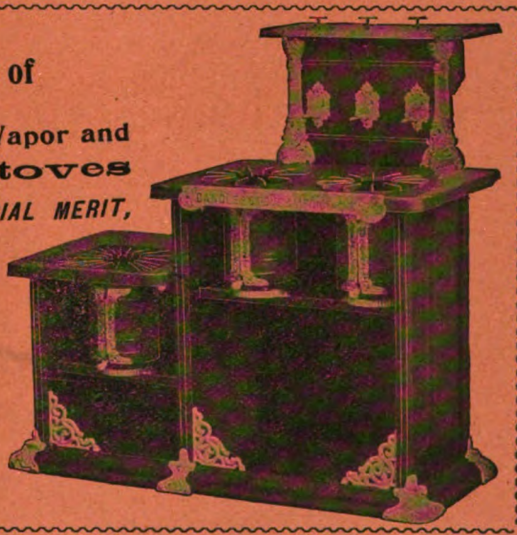
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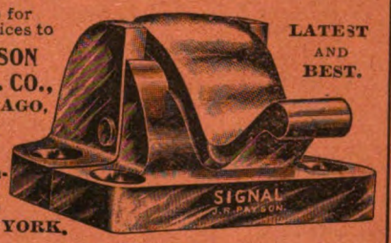
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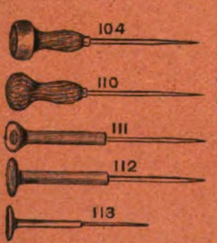
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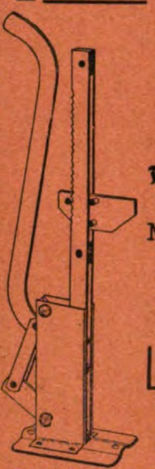
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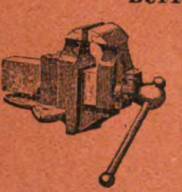
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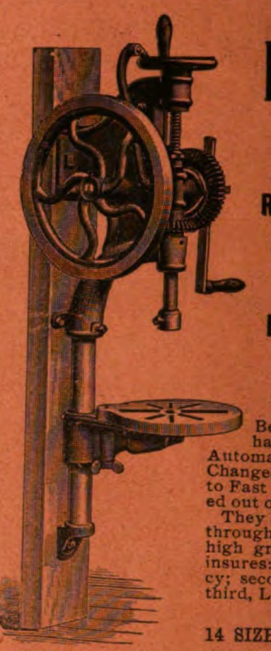
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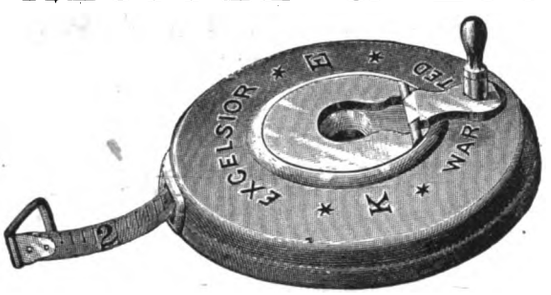
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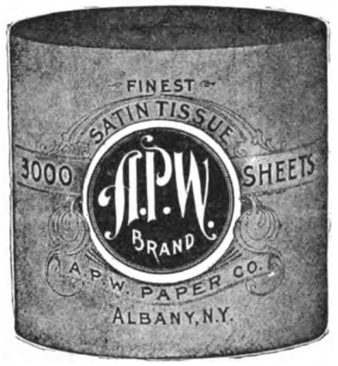
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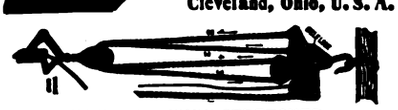
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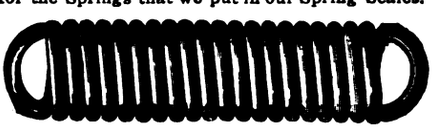


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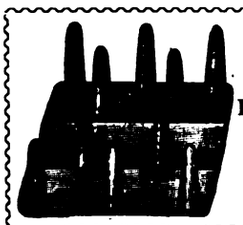
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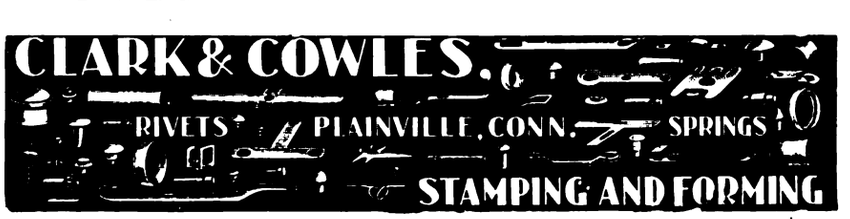
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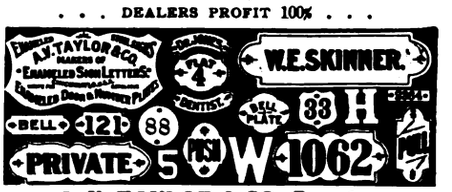
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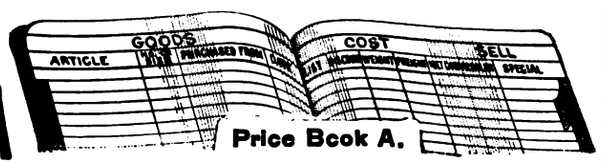
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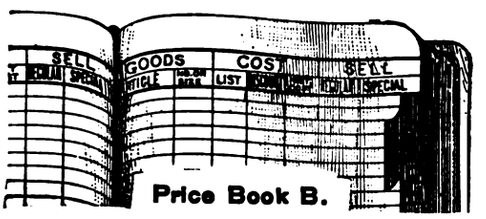
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Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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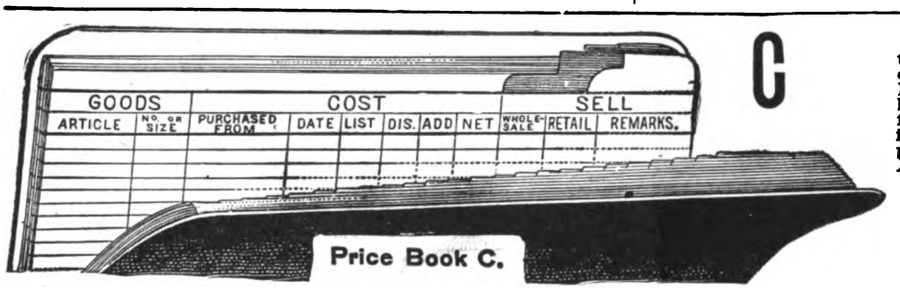
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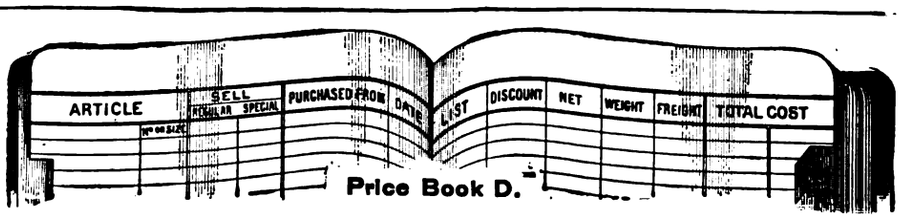
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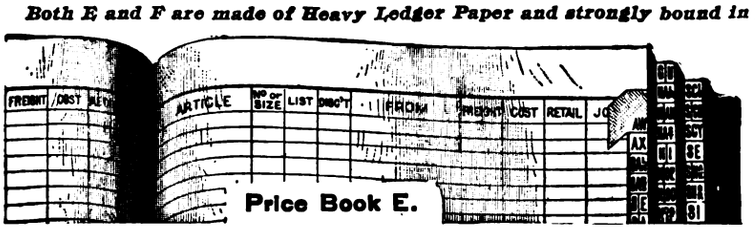
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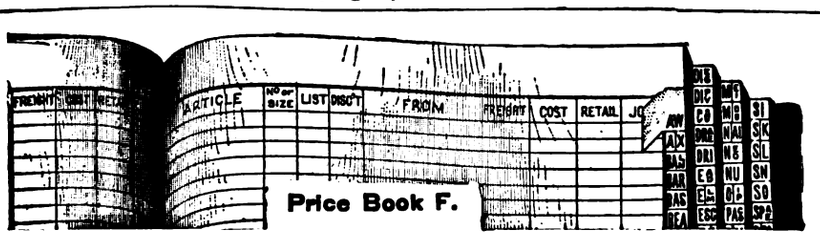
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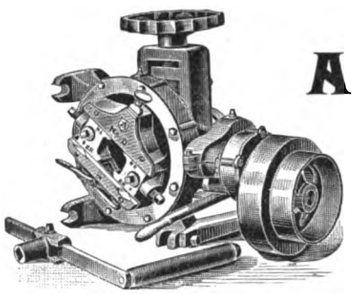
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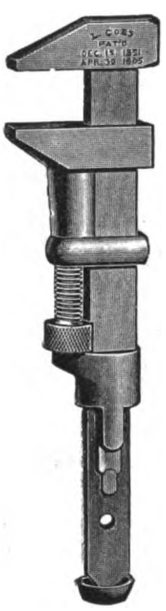
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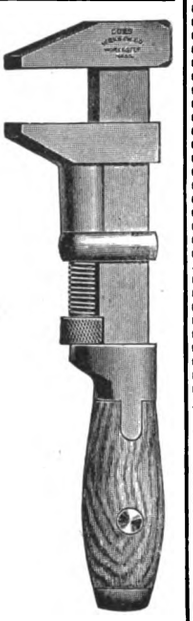
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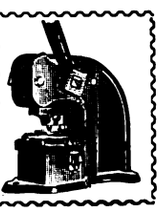
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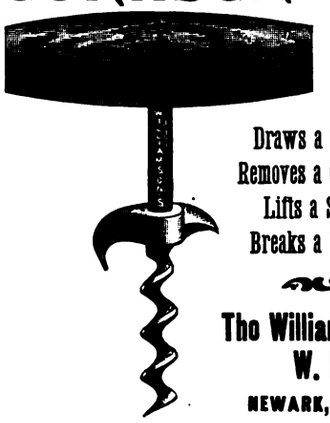
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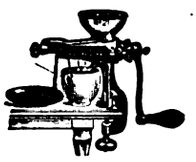
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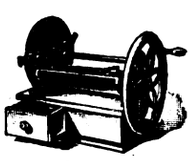
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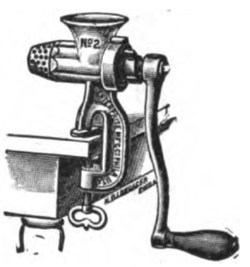
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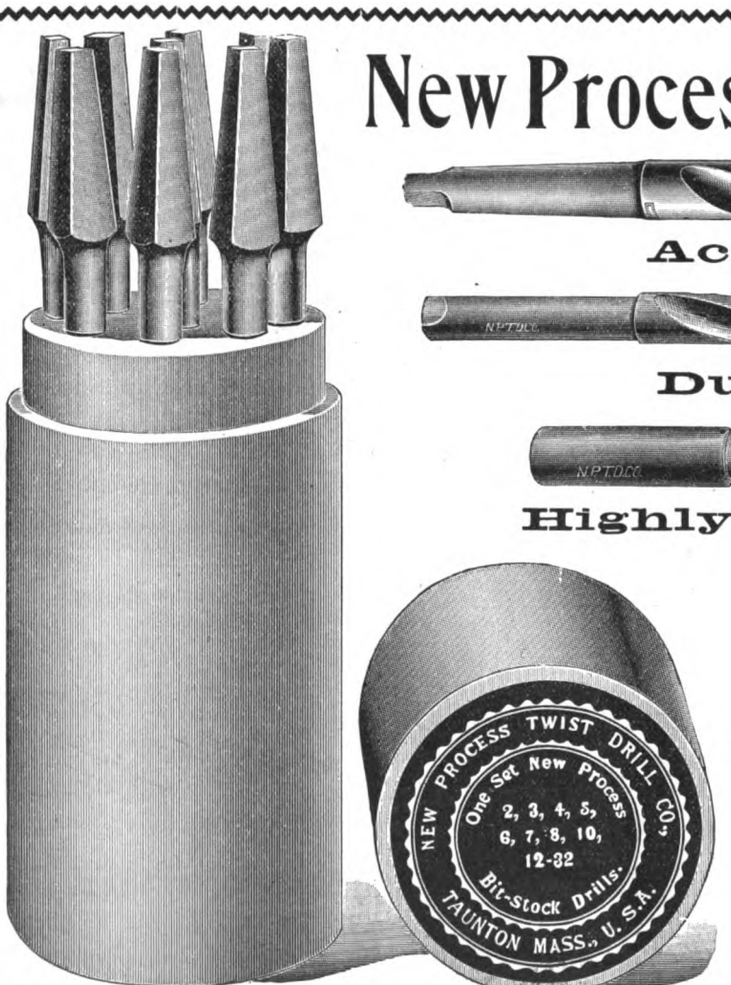
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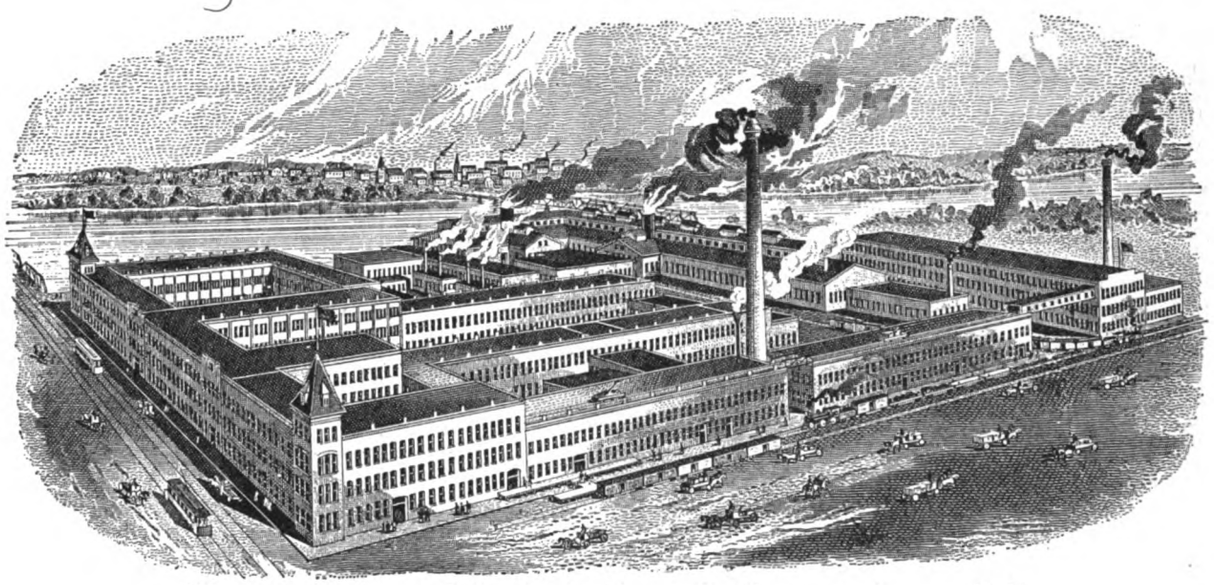
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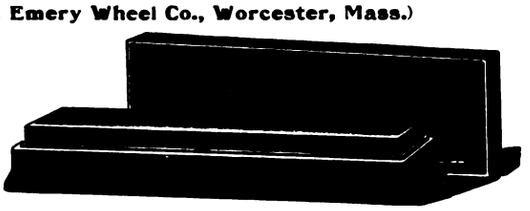
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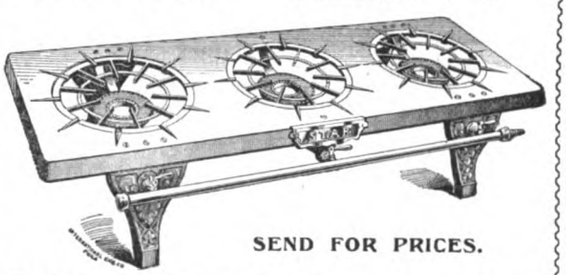
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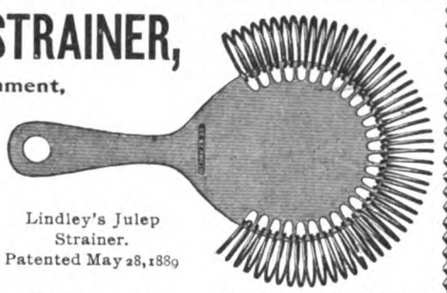
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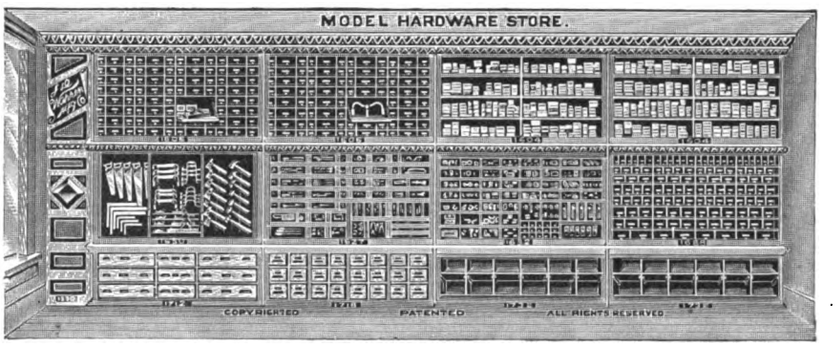
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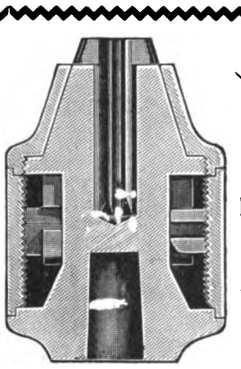


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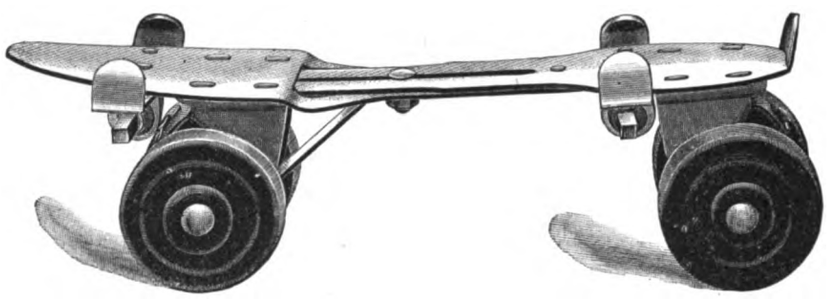


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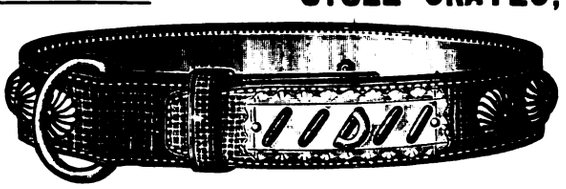
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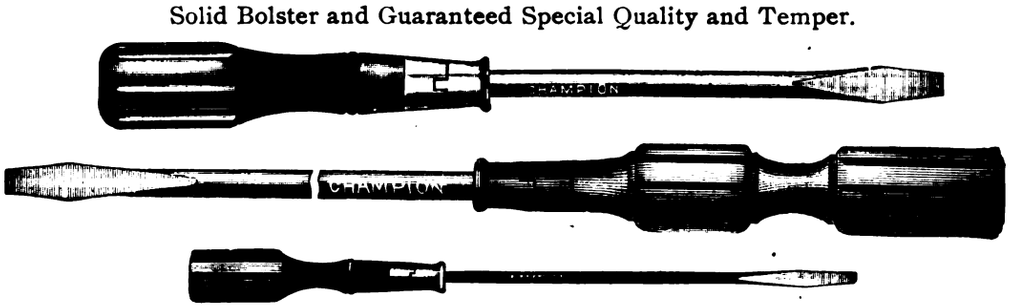
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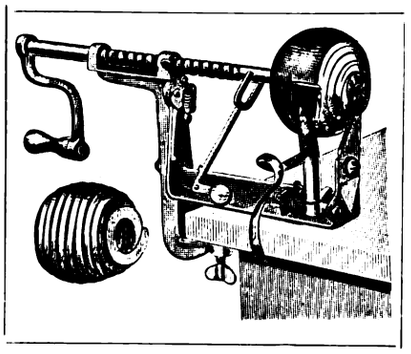


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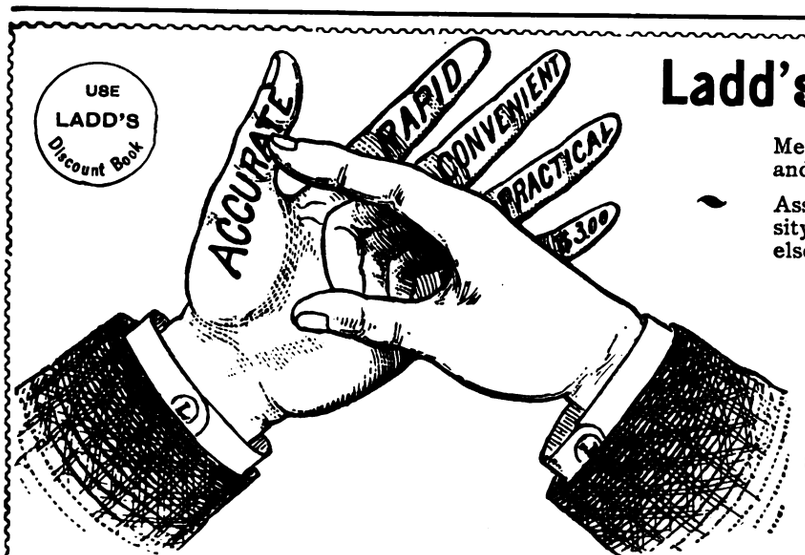
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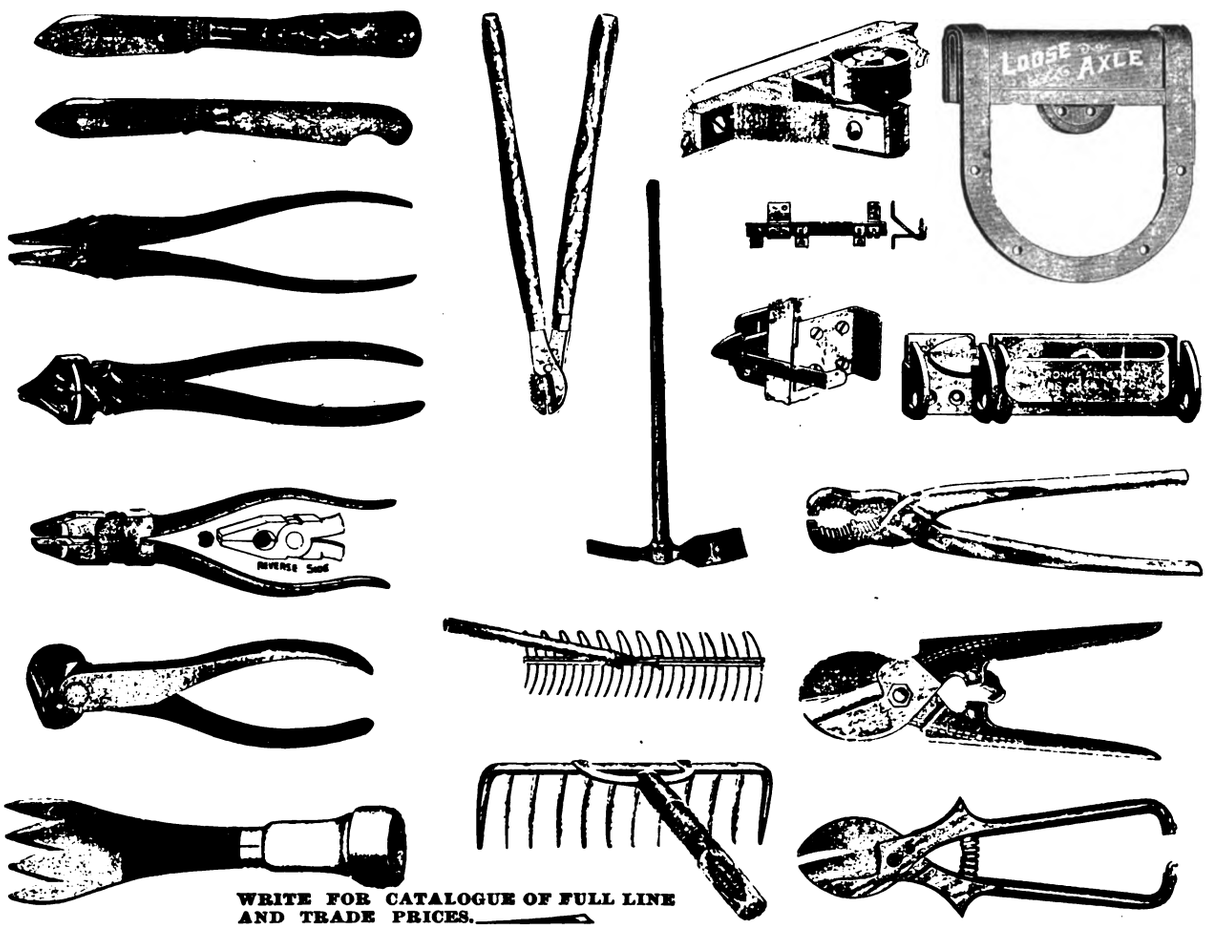
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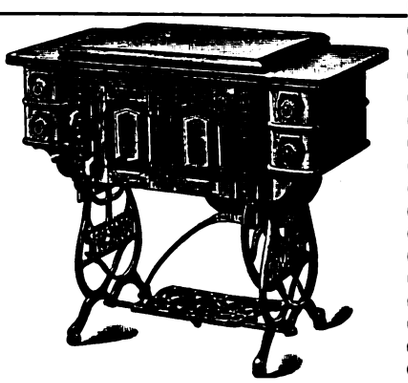
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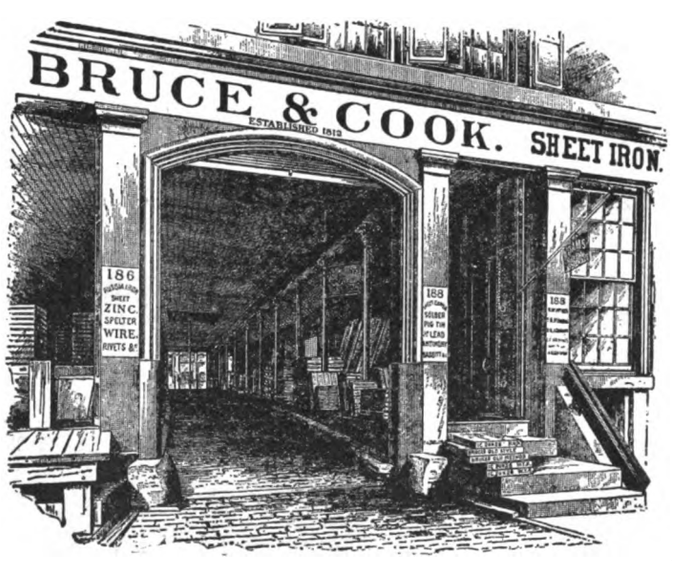
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Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Shoes.	Metallic Paint.	Solder.	Water Cut-offs.
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Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
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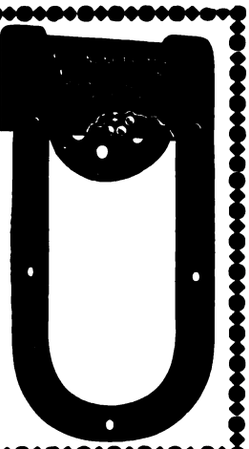
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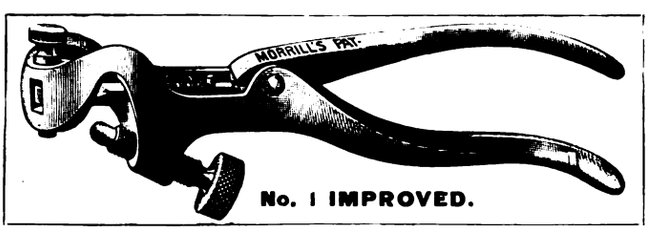
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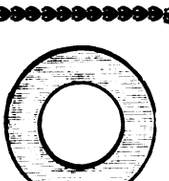
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All with Guaranteed Tires and up-to-date features.

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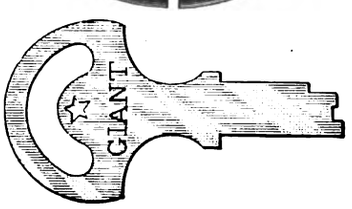


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



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The Smith & Egge Mfg. Co.,

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A ready seller



THESE are paints especially prepared for household work—re-touching old work or for small jobs of new work that can easily be done by the handy person of the house. Dealers will find a ready sale for them; they are attractively labeled, and put up in convenient sizes; half pint, pint and quart cans. Made in twenty colors, also black and white.

Harrison Bros. & Co., Inc.,

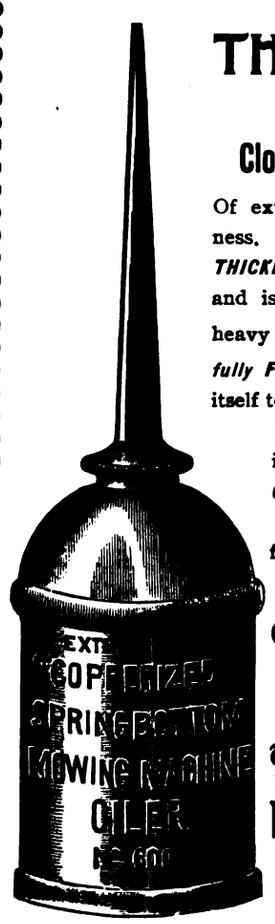
White Lead, Colors, Paints, Varnishes & Chemicals,

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117 Fulton St., NEW YORK.

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THIS CAN ▲▲▲

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR SPRING DELIVERY.

The Wilmot & Hobbs Mfg. Co., ▲▲▲

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P. & B. Ruberoid Roofing.

The acknowledged STANDARD among Ready Roofings. While "Imitation" is conceded to be "the sincerest flattery," reputable dealers should be on their guard against imitation goods claimed to be "as good as"

RUBEROID.

No Roofing ever placed in market has approached its record of years of commendation from all who ever used it. The wrapper about the roll must bear the trade-mark and the words

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Write for full description, samples and prices.

The Standard Paint Co.

81-83 John Street,
New York.

CHICAGO OFFICE:
189 Fifth Avenue.

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HARDWARE

Webster R. Walkley, who bears with dignity the honor of being the silver-tongued orator of the Hardware industry, when called upon at the convention at Old Point Comfort to make a few remarks, made an impromptu speech in his usual happy and inspiring manner, and making more than one of the delegates remark, "He ought to be in Congress." Why not?

T. F. Thomas and A. O. Steenburg have recently withdrawn from the firm of Thomas & Co., Gainesville, Fla., in order to incorporate the T. F. Thomas Hardware, Furniture & Seed Co. They express a desire to receive copies of such catalogues, price lists, etc., from the manufacturers in the several lines of goods implied by their company name. They have a new building, 30x200 feet, two stories, nearly completed, and they are in the market for the necessary stock.

Courtlandt C. Clarke, secretary-treasurer of the Arcade File Works, was among the distinguished visitors at Old Point. This being his first visit to a Southern Hardware Jobbers' Convention, he expressed himself as highly gratified with the experience gained of the unanimity of sentiment and general camaraderie evidenced by this assembly of jobbers in the welfare and good fortune of each other.

Harry S. Wooley, the European traveling representative of John H. Graham & Co., sailed on June 9th on the *Etruria* for his usual visit abroad, during which his efforts will be devoted to the enlightenment of the large buyers in England, Ireland, Scotland and Wales. During the three or four months that will be devoted to this trip, "Harry" anticipates increasing orders for the extensive line of Hardware, house-furnishing goods, mechanics' tools, bicycle accessories, etc., controlled by the important house he represents.

The next meeting of the New England Hardware Dealers' Association will be held at the Atlantic House, Nantasket, on Wednesday, the 27th inst. The dinner will be served at 2.15 P. M. The Entertainment Committee is making extra exertions to have this "Summer Outing with Ladies" a perfect success.

The old quotation has been changed to "Far from the Gladding Crowd," since N. A. Gladding, of E. C. Atkins & Co., Indianapolis, Ind., did his best to decorate those present at the Southern Hardware Jobbers' Convention with rabbit foot charms, and fill their pockets with rubber dating stamps to use on future orders for saws. He seemed to have an unlimited supply of these souvenirs, and in the photograph taken by Photographer Prince, the "left hind foot of a rabbit" is as largely in evidence as the convention badge.

The Stanley Works of New Britain, Conn., are in the field to supply cold rolled steel to dealers and manufacturers. The long experience of the company in rolling steel for their own consumption, combined with the most improved machinery, and the acquisition of the Bridgewater, Mass., mills, places them in a position to meet all demands. A. J. P. Moore, at one time with P. & F. Corbin, New Britain, is the selling agent for New York and vicinity, making his headquarters at the New York office of the Stanley Works, 79 Chambers Street, of which Peter McCartee has so long been the head.

Ed. Johnson, an enterprising young Hardware merchant of Clarks, Neb., has placed an order with the J. D. Warren Mfg. Co., of Chicago, for a complete outfit of Warren Cabinet Shelving for equipping his store in a most complete and up-to-date manner. Mr. Johnson has been in business at Clarks for several years, has built up a prosperous trade, and when his new premises are completed, he will have the finest Hardware store in Nebraska.

J. Friedenstein, Managing Director of the South British Trading Co., Ltd., London, England, left England for New York by the *St. Louis* on the 23d inst. The business of this company consists exclusively of direct representation of American manufacturers, covering the markets thoroughly, their scope of work being that of supplying the merchants and jobbers only. During his visit to this and other cities, Mr. Friedenstein hopes to enter into negotiations with manufacturers of standard lines of Hardware, especially builders' Hardware and household wooden ware, or other specialties prominent in these particular lines, his object being to seek exclusive representation in Great Britain. While in New York, his address will be with Messrs. Oliver Bros., 127 Duane Street.

The increased demand for Magnolia Metal on the Pacific Coast has compelled the Magnolia Metal Co., 266-267 West Street, New York, to open a branch office in San Francisco. This office is under the management and control of Charles C. Moore & Co., engineers, who have branch houses at Los Angeles, Seattle and Honolulu, and with whom they have recently signed a contract giving them the sole and exclusive agency for Magnolia Metal in the States of California, Oregon, Washington, Montana, Nevada, Idaho, Arizona, Utah and New Mexico, and the Hawaiian Islands. Charles C. Moore & Co., engineers, are well known throughout this important and extensive territory, and the connection hereby established will undoubtedly prove an exceedingly valuable one.

The attention of our readers is called to the full-page advertisement of the Arcade File Works on page 55. Few pages more artistically gotten up have ornamented the columns of a trade journal. The advertiser who desires and expects results based on a wise expenditure of a liberal advertising allowance would do well to note the striking attention caused by such artistic execution of a well-conceived idea. The high plane of the trade journalism of to-day could not be more completely exemplified than in the amount of care frequently bestowed upon an advertising page such as the one we call attention to.

On June 13 and 14, 1900, Mr. J. S. Fanning, shooting Laflin & Rand smokeless at Utica, N. Y., broke the world's record, making a remarkable run of 231 consecutive targets.

On March 15 he won the continuous match on the roof of Madison Square Garden, breaking 175 targets straight. He was "high gun" at the interstate tournament at Trenton, N. J., on May 2 and 3; the same at the State shoot held at Chambersburg, Pa., on May 15 and 18; and May 23 and 24 he won the high honors at the interstate tournament at Richmond, Va.; also, on June 5 and 8, at the New York State shoot at Utica. At this tournament Mr. Fanning shot a fraction over 98 per cent.

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HARDWARE

VOL. XXI. JUNE 25, 1900. NO. 6.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

While the trade generally would appreciate a condition of the various markets that would give an indication of greater stability in prices, it must be acknowledged upon every hand the great producers of raw material are gradually breaking away from the high prices so long prevailing, and are naming quotations of sufficiently lower figures to meet the hopes of the prospective buyers now entertaining satisfactory views of the future trend of business.

This is the period of the year when, if orders run light, the blast furnaces and rolling mills shut down for repairs, and also to avoid adding to a surplus stock already of sufficient importance. Reports from the iron centres indicate the closing by wholesale of a large number of furnaces; at the same time the lowest prices of the year are being freely quoted, by which to move stocks already in excess. The export outlet will be more in evidence when the present quotations are more general, and that feature will promote a greater degree of confidence among producers and prevent panicky fears.

The decline in price on structural steel which has been looked for so long has taken place, and this of itself will prove beneficial to the business in Builders' Hardware, which has been of a more spasmodic character than desirable for some time past. In the immediate future, with a Presidential election and its accompanying derangement of general business by lack of a forceful attention, it will prove of the worst possible influence, if too great stress is laid upon the present sagging conditions of the markets for raw materials.

There is no reason for any lessening demand in the purchase of staples under present favorable auspices, and the usual stock, costs of which are based upon current sales of material, may be ordered with safety, when crop conditions promise a future of confidence in monetary results, and the labor market is in a condition of pronounced activity with no disrupting strike influences to keep the bread out of the mouths of the men only too willing to earn it.

Jobbers with fairly heavy stocks and slackening demand find themselves under the usual necessity of making an occasional cut in standard quotations to stimulate purchases; this condition always accompanies a hesitating market, and need not be magnified by too much notice. It only shows the retail dealer is himself possessed of such conservative views that he buys no three months' stock on 30 day prices, with the prospect of 10 day settlements.

Limited purchases make a light inventory. The dealer without an excessive stock during a fluctuation of prices may miss a few sales, but usually possesses the ability to discount his purchases and pay his drafts. An extravagant demand such as would not have been out of place in 1899 need not be looked for in the season ahead of us, when speculation in goods will be a feature of the market conspicuous by its absence.

The lack of rain in several of the Western States, notably Iowa, Minnesota, and North and South Dakota, is creating a natural apprehension that the crops which were of so promising a character, cannot possibly be realized; and may not reach beyond a half of the anticipated fulness. This will doubtless be followed by an unloading activity among the dealers of these States, which unless care is manifested in the methods of distribution, will start an unprofitable rout.

If the season before us is viewed by purchasers with a conservative confidence, under the belief that an evening-up of prices could find no safer time to eventuate than during an election Fall, everything will come out all right, moderation will be the watchword, and 1901 will open a new ledger with a steady trade ahead; "and enterprises of great pith and moment with this regard their currents" will no longer "turn awry and lose the name of action."

The Influence and Advantage of Association.

Differing entirely from the principle underlying trade unionism, where the organized forces of labor are used as a club to whack the employer into subjection, the associations formed of merchants banded together for the general good of a trade and traffic which otherwise might run wild, present principles of such vast importance it seems to the economic student wonderful indeed that only within the past decade has the association idea among certain classes of merchants possessed any special significance.

This arose from the fact that we had all been educated in a school of selfishly acquired experience, which was guarded with the strictest care, acquired as it was only by digging and delving in the mines of industry with long hours and low pay as the obvious reward, every leader in the industry believing that in any other line similar application would have achieved a greater pecuniary emolument.

In those days we never told all we knew; to-day we are ambitious to do so, and would feel offended were we denied. No greater object lesson of the present mode of trade assimilation could be given than the Convention of the Southern Hardware Jobbers' Association, which during the past fortnight was held at Old Point Comfort, and whose proceedings are so fully reported in the columns of the present issue of our paper.

There we find men, who in the old days were sworn enemies in business, who could pass each other on the streets of their native town without a single glance intimating acquaintanceship; were to-day working hand in glove in the accomplishment of a single purpose, that of moulding individual wishes and desires having reference to the safe expansion of a steady business, the economy of its distrib-

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ASTOR, LENOX AND TILDEN FOUNDATIONS

uting methods, and the uniformity of its purchasing power.

All working together with a condition of harmony between competitors that would make their fathers and grandfathers—to whose business many have succeeded—turn over in their graves, even tho' fragrant with the mint so eulogized by Col. Atkinson in his well-considered speech.

The convention was an object lesson on a business basis in all that the name implies. In the days of prosperity's dawning delights, the manufacturer arbitrarily changes his terms to "net cash 30 days," after having educated his customer to a financial method that made "2 off ten days" a reward for prompt remittances. What is the result? In convention assembled the victims of this oppression make a united demand for a restoration of the old terms, and the manufacturers, like Davy Crockett's coon, cry out: "Don't shoot, Mr. Jobber, I'll come down," and come down they did.

Read the papers presented by both the representatives of the jobbers and eke he of the manufacturers: "Terms of sale from a manufacturer's standpoint," in which Manufacturer Plumb expresses a willingness to die in the last ditch defending "net cash thirty days," when beyond a doubt the first chance he gets to incorporate it in the cost without comment he will be found falling in line even as his fellow citizen, the illustrious secretary-treasurer Fernley has prophesied.

"The effects of trusts and combinations on the jobbing business," is the high-flown argument that soars from Mr. Pidgeon; and, after all, what do they decide? That the trusts have made a year of startling profits possible, and followed it up by a phenomenal decline that made "swearing" not impossible.

The new methods of fraternization make it possible for the manufacturer and jobber to argue together upon questions so vital to the prosperity of each as the following: "Can a manufacturer sell a jobber and retail merchant in the same territory and conserve both interests?" This was a drawn game, for the impression was felt that if the manufacturer couldn't sell the jobber he would create a demand for his wares through the retailer.

"Should the manufacturers of standard brands of goods sell their products to catalogue houses and department stores?" Discussion on this was wisely deprecated and decidedly limited, for it is a well-known fact that a single department store in a large city has been known to order more hardware in a half day's work than the local jobbers have done in an entire week; and self-denial govern
ing efforts of this character it would not be wise to s
for. Even "quantity discounts," the customary di
tion which separates a jobber from a retailer, was
ject of animadversions of a pronounced charact

Trade conditions like these, where by a co
interests and division of ideas as to ways
profitable achievements, have revoluti
methods of accomplishing objects, whic
ural fruition when eventually applie
and diplomatic questions may y
similar system without the necessit
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see.

"Do you sell on easy term
"Yes, if you pay on eas

Death of Horace C. Disston.

Horace C. Disston, president of the Henry Disston & Sons' Iron and Steel Works (incorporated) and vice-president of the Henry Disston & Sons' Saw Works (incorporated), died June 13 at his country home, "Seneca Point," on the North East River, Cecil County, Maryland. He had been in poor health for a considerable time. About three years ago he began to be troubled with a dropsical affection, and for some time past he had not been able to take an active part in the conduct of his important business interests.

Two weeks previously Mr. Disston closed his town residence, No. 644 North Seventeenth Street, and went to "Seneca Point." His death was due to apoplexy, and his two brothers, William and Jacob Disston, were with him when he passed away.

Mr. Disston, who was a brother of the late Hamilton Disston, was born in Philadelphia, January 10, 1854. His father, the late Henry Disston, was the founder of the largest saw and file manufactory in this country and the most successful competitor with the best-known foreign makers. The works, which now occupy over thirty acres of land at Tacony and employ about three thousand men, grew from a little shop in a basement, with an office on the first floor. As business increased, a manufactory was established at Front and Laurel Streets. On the death of Henry Disston, in 1878, the business was incorporated.

After attending the Episcopal Academy in this city until his seventeenth year, Horace Disston entered his father's works and learned the general saw business. Then he went into the steel department, eventually became manager of that department, and finally president.

Deceased was widely known for his benevolence. He was ever ready to assist worthy charities by generous contributions. Through his munificence many poor women and children were given free excursions down the Del
mer. At his country home in M
tributed largely to the wants o
hood, where he was held in
member of the Union Le
Republican and Bachelo
A. M.; Corinthian Co
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cated, will show an increase of more than $75,000,000; products of agriculture will show an increase of nearly $50,000,000; products of the mine, an increase of nearly $10,000,000; those of the forest about an equal sum; fisheries are $2,000,000 larger than last year, and the miscellaneous class shows a marked increase. Probably the largest increase is in manufactures of iron and steel, though cotton will show a considerable increase, owing to the marked advance in price. Nearly all grades of manufactures of iron and steel show an advance. Steel rails in the 10 months ending with April, 1900, increased from $4,500,000 to $6,500,000; structural iron and steel, from $1,350,000 in the 10 months ending April, 1899, to $2,076,000; wire, from 169,000,000 pounds to 198,000,000 pounds, the increase in value being from $3,000,000 to $4,951,000, the advance in price being much greater than that in quantity, and this is true in nearly all grades of iron and steel exports. Builders' Hardware increased from $6,332,000 to $7,833,000; railway engines, from $3,798,000 to $4,805,000; wire nails, despite the large increase in price, more than doubled in quantity of their export, the total number of pounds in the 10 months ending with April, 1900, being 77,592,000, against 37,336,000 a year earlier. The total exports of manufactures of iron and steel will be about $120,000,000, or more than 20 per cent. in excess of last year, despite the frequently expressed fear that the advance in prices would cause a reduction in exports.

Other lines of manufacture show a large advance. Leather and its manufactures show an increase from $19,000,000 to nearly $23,000,000 during the period under considration, and mineral oils an increase from $40,000,000 to $56,000,000, though this increase is chiefly due to the advance in price, the quantity exported in the 10 months ending with April, 1899, being 650,000,000 gallons, and that for the 10 months ending with April, 1900, 684,000,000 gallons.

RRESPONDENCE.

bury, Attorney and Counsellor at Law, eet, New York.

" is privileged to ask any legal and it will be answered free o Editor "HARDWARE,"

of mine left New trip. Before his He had never family that to me. My realized ke his half er s-

any, liability I incurred when I and my fellow-directors failed to make an annual report.

REPLY.—Under the laws of this State, if the directors of a corporation fail to file an annual report as required by section 30 of the Stock Corporation law, they become *personally* liable for all the debts of the corporation "then existing and for all contracted before such report shall be made." The construction put upon this clause by the Court of Appeals limits the liability of a director for default in publishing the required annual report to debts contracted while the director continues in office, and does not include a debt incurred after he ceases to be a director, although the default continues and no report has been filed. Directors of corporations should thoroughly familiarize themselves with the duties and liabilities imposed upon directors by the laws of the State where the corporation is organized, as it often occurs that a man is a director of a corporation, but takes no active part in the management of the business, and leaves the filing of reports and other duties to the other directors, thinking that he will thus absolve himself from liability. This is an error, as many have found out to their cost.

QUESTION.—A short time ago my brother died. He had considerable real estate, much of which is in New York. My brother had one child, and left a widow and three brothers, his father and mother having been dead for some time. I understod that my deceased brother's real estate was in his own and his wife's name together. We are unable to find any will and believe that my brother died without making one. If my brother left no will, how will his property be divided?

REPLY.—If your brother died intestate, leaving a widow, child and brothers, and no father nor mother, as to the real property held in New York State in the names of your deceased brother and his wife, as you describe, your deceased brother's widow would, in the absence of special circumstances, be entitled to all the property so held. Where real property is held by a man and wife in New York State in the names of both, and there is nothing to show any special intent as to the method of holding this property, it is held by them as tenants by the entirety. The peculiar feature of this kind of tenancy of real estate is that the entire estate, upon the death of *one* party goes to the survivor. This rule, although it applies to property situated in New York, has been changed in some States. New Hampshire, for instance, has for a number of years past ceased to recognize this common-law principle. In States not recognizing the rule, the child would in most instances get two-thirds of the property and the widow the other third. This would, however, depand upon the statutes of the particular State where the property was situated.

QUESTION.—An employee starting to work for $20 per week, and is afterward raised by his employer voluntarily $150 per month, payable semi-monthly, is suddenly dis- ed without notice. Can the company be held for thirty salary? Would the fact of the company holding back s' salary make any legal difference?

—If your employee was hired by you for the defi- of one month, with a salary payable semi-monthly rate of $150 per month, and you discharged ithout notice before the expiration of the t cause, your employee may wait until the and then sue you for the breach of con- balance of his month's salary. [Amer. vol. xiv., p. 798.]

of that college," asserted the man

exclaimed the one with the fig- It turned out the best base- year, and it has a man who "—*Chicago Post.*

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ITEMS OF INTEREST FROM EVERYWHERE.

Denmark claims that there is not a single person in her domain who cannot read and write.

Land on which rubber may be raised in Mexico can be bought for from $1 to $15 an acre, not cleared.

The oldest banknote in the possession of the Bank of England is dated December 19, 1699, and is for £555.

An electric railway is now running between the north and south extremities of Berlin. The length of the line is 15,180 meters.

The amount of gold coin in actual circulation in the world is estimated by the Bank of England officials to be about 865 tons.

The entire collection of coins and medals in the British Museum consists of nearly one-quarter of a million specimens.

Anywhere in the world, no matter where, the chances are that the clothes-pins used in hanging out clothes were made in America.

The Island of Antigua, West Indies, with a population of 35,000, has about fifty bicycles, just nine-tenths of which are of Yankee make.

The Vancouver (B. C.) Board of Trade has arranged to keep on file for reference the catalogues of American manufacturers and dealers.

There is again under consideration a plan for establishing a telegraphic circuit of the earth by uniting Alaska with Siberia across the Behring Sea.

A wrought-iron gas main, 23,015 feet long and 3 inches in diameter, is in use between Phoenixville and Royersford, Pa. The gas is conveyed under pressure of 20 pounds.

Telegraph wires are better conductors on Monday than on Saturday, on account of their Sunday rest, and a rest of three weeks adds 10 per cent. to the conductivity of a wire.

The Alabama Great Southern Railroad sent a freight train over half a mile long into Chattanooga recently. It came from New Orleans, and was drawn by two locomotives.

If an express train, moving at the rate of forty-five miles an hour, were to stop suddenly it would give the passengers a shock equal to that of falling from the height of fifty-four feet.

Cups and saucers are never used for tea anywhere in Russia. The teacup is an unknown article. The drinking vessel for tea is the "stakan," a glass tumbler in a silver holder. No Russian ever drinks milk in his tea.

In Guatemala a resident has patented an apparatus to prevent ships from sinking, having folded air reservoirs from the ceiling of the different compartments, to be unfolded and inflated to fill the compartment when the ship leaks.

Among the reports from South Africa is one to the effect that Mauser bullets are ineffective in checking a charge of cavalry. Horses shot through the lungs, and even through the breast, were able to gallop four hundred yards before they fell.

The higher classes of machinery and tools used in Russia are from Great Britain and the United States. At present there is more demand for common sorts. The finer sorts are used in bicycle factories, marine machine shops, etc.

Ice cream freezers of American manufacture are sold all over the world, wherever ice, either natural or artificial, is used. The ice cream eaten in Calcutta or in Melbourne or in any other city or country, Europe included, would be more than likely to have been made in an American freezer.

There are more than twice as many blind persons in Russia as in the whole of the rest of Europe. They number 190,000, which is equivalent to two in every 1000 of the population. In France and England the proportion is not quite one per 1000. It is believed that blindness in Russia is so prevalent because of the length of time which snow lies on the ground, and also owing to the uncleanly habits of the people.

A novel electric fountain has been authorized by the Park Board of Detroit. The basin will be forty feet in diameter, and the fountain proper will consist of five cobblestone columns. From the apex of each will burst a stream of water, each lighted by hidden electric lamps. The fountain will cost about $3000 and will be ready for use July 4.

The oldest college library is that of Harvard, which dates back to 1636. The first library statistics in the United States were published by the Commissioners of Education in 1876, at which time we had only 2500, aggregating 12,000,000 volumes. Twenty years later we had 33,000,000 books scattered through 4000 libraries, and, as the growth has been very rapid in the last four years, it is safe to assume that there are now in the public libraries of the United States 40,000,000 volumes.

The citizens of Berlin have a summary method of stopping the dangerous practice of carrying sticks and umbrellas horizontally. As soon as a man tucks his umbrella under his arm he will promptly feel a quick blow on it from behind. There is no use in his getting angry with the person who strikes the blow, because the public are determined to stop this dangerous practice.

In Berlin the firemen wear water-jackets with a double skin, which they are able to fill with water from the hose. If the space between the two layers becomes over-filled, the water escapes through a valve at the top of the helmet and flows down over the fireman like a cascade, protecting him doubly. The smoke-helmets, largely used in Germany, Austria, Holland, and Italy, enable the bearer to breathe and see at his ease in a smoke-laden atmosphere. In some instances the apparatus includes a means of telephonic communication with the street below.

A machine has been provided for automatically cleaning shoes. The foot is inserted into a properly arranged opening and the railing of the machine is firmly grasped. A small motor actuates rotary brushes that remove the mud. The foot is next placed in the blacking arrangement proper, which acts as a dauber, and the third set of brushes is devoted to polishing. One shoe having been sufficiently polished, the other foot is then inserted in the first aperture, etc. A needle on a machine indicates the various stages in the operation. The only precaution to be observed is to turn up the bottom of the trousers sufficiently so that they will not be caught in the rotating brushes.

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Iowa Hardware Jobbers' Association.

The Iowa Hardware Jobbers' Association met at the Hotel Delano, Burlington, on June 6, in what may be considered an annual convention. The sessions were held in Parlor No. 1, and, with one exception, every firm in the association was represented by one or more members.

Meetings of the association are held quarterly, but as this meeting chanced to fall at the beginning of the new fiscal year, it was to all intents and purposes the annual meeting, and as such the annual election of officers was held, with the following result:

President, F. W. Simmons, of George Haw & Co., Ottumwa.

Vice-President, Charles E. Otto, of Drake Hardware Co., Burlington.

Secretary-Treasurer, John Tredway, of A. Tredway & Sons' Hardware Co., Dubuque.

The meeting was addressed by W. P. Bissell, of Chicago, of the American Steel & Wire Co., on the general situation of trade in the particular branches covered by that concern.

Looking over the trade generally, it was found that staple goods have declined, except sheet and galvanized iron and tin plate, which remain stationary, although an advance had been expected. A further weakening of the market is anticipated.

Among those in attendance at the meeting were the following:

Theodore Neuhaus, of Sickels, Preston & Nutting Co., Davenport.

Charles C. Schreiber, of Schreiber, Conchar & Westphal Co., Dubuque.

F. E. Cutler, of Cutler Hardware Co., Waterloo.

John Tredway, of A. Tredway & Sons' Hardware Co., Dubuque.

S. H. Jones and C. E. Otto, of Drake Hardware Co., Burlington.

C. F. Schmidt, of C. Schmidt Hardware Co., Burlington.

Charles Huber, of Huber & Kalbach Co., Oskaloosa.

Frank McIntire, of Harper & McIntire Co., Ottumwa.

T. E. Hurley, of J. D. Seeberger, of Des Moines.

J. W. Stewart, of J. W. Stewart, Rock Island, Ill.

Robert Donahue, Sr. and Jr., of Robert Donahue Iron & Hardware Co., Burlington.

L. C. Moesinger, of Baldwin Bros., Clinton.

F. W. Simmons, of George Haw & Co., Ottumwa.

The only firms not represented were C. F. Armstrong & Co., Clinton; A. Weber & Co., Keokuk; and Patrick & Luthe Co., Des Moines.

The retiring officers were C. Schreiber, president; A. Weber, vice-president; W. H. Kalbach, secretary and treasurer.

The production of iron and steel wire nails in the United States in 1899 amounted to 7,599,522 kegs of 100 pounds each, as compared with 7,418,475 kegs in 1898, an increase of 181,047 kegs, or over 2 per cent. Pennsylvania comes first with 2,919,645 kegs; Ohio second, with 2,083,646 kegs, and Illinois third, with 1,755,568 kegs. In 1898 Pennsylvania produced 3,408,504 kegs; Ohio, 1,711,399 kegs, and Illinois, 1,394,981 kegs. The feature in this line is the great decrease in Pennsylvania's production of wire nails and the corresponding increase in the production of Ohio and Illinois.

The total production of cut nails in 1899 was 1,904,340 kegs of 100 pounds each, against 1,572,221 kegs in 1898, an increase of 332,119 kegs, or over 21 per cent. In 1886 the maximum production of 8,160,973 kegs was reached. In 1899 the production of wire nails exceeded the production of cut nails by 5,695,182 kegs. In 1897 the wire-nail production exceeded the cut nail production by 6,890,446 kegs.

"What is a financier?"

"Usually a man who makes money without earning it."

His Mistake.

There is a young man in the Pension Office who is buying a house on the installment plan at a town somewhere between this and Baltimore, and his dear little wife lives out there, says the Washington *Post*. It is his wont to come in early of a morning, and to go out again on the 5.30 train, when his day's work is done. A few days ago he met an old friend from Chicago, and, yielding to the entreaties of that old friend, he decided to spend the evening in town. He was so afraid his wife would feel hurt if she knew that he had deliberately planned an evening's good time without counting her in that he manfully resolved to deceive her. Accordingly, as he came away from the office he went to a telegraph office and sent this message to her:

"Unavoidably detained. Missed 5.30 train. Will be out later."

It was a great deal later when he reached his happy home. Wifie met him at the door, and there was a look in her eye that every married man learns to know and instinctively to dread.

"Did you get my message, precious?" he asked, as he kissed her tenderly, holding his breath meanwhile as a precautionary measure.

"Yes, dear," she made answer, and when a woman calls her husband "dear" that way, you can cut loose from the weather bureau and prognosticate a few things on your own hook. "Yes, dear, I received your message. Here it is."

There it was, sure enough. It was marked as plain as plain could be, "Received at 4.23." He hadn't thought of that.

"We have an office-boy," remarked the representative of the Nicholson File Co. the other day, "who could never draw a salary on account of his physical resemblance to Shakespeare, Alfred Austin or the poet of the Clam Bay *Gazette*. He is a chub-faced, dare-devil little rascal, about two feet seven, with feet like a mattress and a head shaped like an ink-well with the cover off. But when it comes to poetic inspiration, combined with idyllic expression, he can give the whole posse a run for their money and make them put a sheet-anchor on their monuments and glory for fear of losing them. See what I found in the Kid's desk the other day," and he produced the following lyric:

"There are many men of many minds,
And many files of many kinds.
Some are better, some are worse;
Some a blessing, some a curse.
For some there is no good excuse,
Some are made for special use.
But it's very hard to find
All virtues in one brand combined.
Such is the case with the Nicholson Brand,
For it is foremost in the land."

"Isn't that grand?" said the salesman, as he concluded its reading. "The company is going to give him $100,000, set him back 200 years, and let him and Bill Shakespeare try a catch-as-catch-can on Hamlet and Richard III." And with that he hastily wrote down an order, held a pistol to the head of our buyer while he signed it, and went out of the door whistling a small chunk of "Annie Rooney" with smile accompaniment.

Last week a negro convict was taken from Wichita to the penitentiary. On the way down he begged the Sheriff to tell the Warden that "I am sickly and not able to work in the coal mines." The Sheriff promised, and, after seeing the Warden, told the negro that it was all fixed; that he was not to work in the coal mines, but be watchman at the dead house instead. "Gawd Almighty!" shouted the affrighted negro. "Tell dat Wahden I kin dig fohty tons ob coal a day, an' don't let him put me wid dem corpuses!"—*Kansas City Journal.*

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SOUTHERN HARDWARE JOBBERS ASS'N.

The tenth annual convention of the Southern Hardware Jobbers' Association has come and gone, and is now enrolled as a memorable part of Hardware Association history, and given an imperishable record of ambitions, aspirations, com-



mercial achievements and hospitable welcome, peculiarly characteristic of the Southern nature in every stage of life.

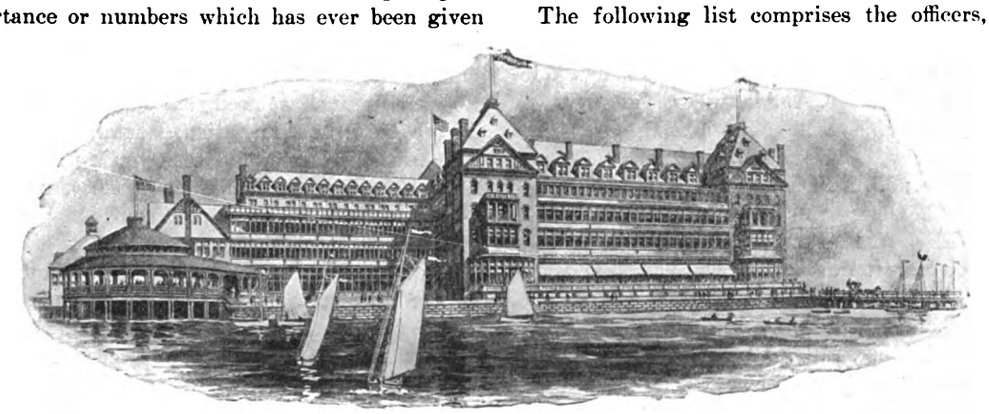
The convention beyond question was the most imposing in point of importance or numbers which has ever been given since the foundation of the Association. The officers and members, the numerous guests, the gladdening throng of wives and daughters which accompanied them, all vied with each other in an ever present desire to make the success of the gathering pre-eminent for the qualities of head and heart which form the motive and inspiration of this annual assemblage.

The place selected, the Hotel Chamberlin at Old Point Comfort, Virginia, could scarcely be excelled for its appropriate location on the sacred soil of Virginia, at the spot where the Colonists, under Capt. John Smith, in 1607, were driven by a storm to seek shelter, and named the haven of rest Old Point Comfort in grateful remembrance for the sheltering comfort found by these adventurous pioneers. A corner of our coast where more hallowed memories may be said to hang in clusters, it would be difficult to find; and the magnificent Hotel Chamberlin, with its immensity of area for the accommodation of a multitude, made it indeed an ideal place in which to hold a convention of this combined business and social character. It is one of the most modern of the hotels which adorn the edges of old ocean, being architecturally handsome, completely equipped and extensive in dimensions, which seem marvellous in their conception and execution; possessing as the hotel does a frontage larger than that of the Capitol at Washigton, we no longer are amazed that it cost a million and a half dollars before John Chamberlin, after whom it was named, in 1896 first opened it to 5000 guests, all of whom were personal friends who had at various times tested the resources of a cuisine inaugurated under the auspices of this prince among bon vivants and past master of the art of hotel keeping.

Although the convention was announced to commence on Wednesday, many of the delegates and invited guests, accompanied by their wives and daughters, arrived on Tuesday, and the wide corridors and magnificent parlors of the Chamberlin rapidly became filled with joyous faces and happy hearts, through whose sustaining influences the delegates gathered strength to achieve the great success with which the convention was crowned.

The preparations for the proper care and entertainment of the convention and its numerous delegates were intrusted to one of the most important reception committees which ever had such matters in hand; representing as it did so many of the leading manufacturers whose relations with the Southern jobbers in a business way were of the most fraternal nature. A glance at its personnel as given herewith will convey some idea of its strength and untiring energy:

The following list comprises the officers, standing committees, and members of the Southern Hardware Jobbers' Association for 1899-1900:



HOTEL CHAMBERLIN, OLD POINT COMFORT.

OFFICERS, 1899-1900.

President: O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va.

Vice-President: R. E. Bell, R. E. Bell Hardware Co., Weatherford, Tex.

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Secretary-Treasurer: C. B. Carter, Knoxville, Tenn.

Executive Committee: W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn.; W. A. Parker, Beck & Gregg Hardware Co., Atlanta, Ga.; C. N. Roberts, Roberts, Sanford & Taylor Co., Sherman, Tex.; C. E Speer, Speer Hardware Co., Ft. Smith, Ark.

Transportation Committee: W. E. Newill, King Hardware Co., Atlanta, Ga.; John Donnan, W. S. Donnan & Co., Richmond, Va.; F. A. Heitmann, F. W. Heitmann & Co., Houston, Tex.

Manufacturers' Committee: J. D. Moore, Moore & Handley Hardware Co., Birmingham, Ala.; Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.; James Moroney, Moroney Hardware Co., Dallas, Tex.

Grievance Committee: B. F. Atkinson, Atkinson Hardware Co., Fort Smith, Ark.; A. P. Duncan, McLendon, Duncan & Co., Waco, Tex.; Frank S. Gray, The S. B Hubbard Co., Jacksonville, Fla

Membership Committee: Fred. Orgill, Orgill Bros. & Co., Memphis, Tenn.; R. C. Carson, Charlotte Hardware Co., Charlotte, N. C.; H. G. Lipscomb, H. G. Lipscomb & Co., Nashville, Tenn.; A. B. Palmer, Palmer Hardware Co, Savannah, Ga.; W. A. Pleasants, W. A. Pleasants Hardware Co., Shreveport, La.



EX-PRES DENT O. B. BARKER.

Press Committee: G. W. Barnett, Teague, Barnett & Co., Montgomery, Ala.; Thos. W. Fritts, Tom Fritts Hardware Co., Chattanooga, Tenn.; Frank P. May, Frank P. May & Co., Washington, D. C.

Reception Committee: Irby Bennett, Chairman, Winchester Repeating Arms Co.; T. A. Alexander, Yale & Towne Mfg. Co.; S. B. Bispham, Russell & Erwin Mfg. Co.; Chas. L. Campbell, Peck, Stow & Wilcox Co.; Percy C. Cauthorn, W. W. Crandall & Co.; W. A. Chenoweth, Republic Steel & Iron Co.; Arthur B. Clarke, Old Dominion Iron & Nail Works Co.; Thos. Ellis, A. H. Funke; Frank H. Davis, Lake Erie Iron Co.; Howard M. Davis, American Tin Plate Co.; F. H. Forman, The American Steel & Wire Co.; C. M. Fouche, Park Brothers & Co.; S. G. Gilfillan, Belfont Iron Works Co.; N. A. Gladding, E. C. Atkins & Co.; T. H. Gossett, John H. Graham & Co.; Joseph H. Grubb, Hussey, Binns & Co.; Frank Guildener, Sargent & Co.; George H. Harper, Clendennin Brothers; J. Hildreth, Jr., Winchester Repeating Arms Co.; John Hoen, Henry Keidel & Co.; Jos. M. Hottel, G. & H. Barnett Co.; W. P. Hudson, Russell & Erwin Mfg. Co.; Fred M. Huggins, Landers, Frary & Clark; James P. Kelly, Kelly Axe Mfg. Co.; Felix B. Lippman, Adolph Kastor & Bros.; Henry B. Lupton, American Steel and Wire Co.; Carle T. McKinnie, Stanley Works; John J. Mapp, National Enameling & Stamping Co.; O. C. Mead, Mead & Smith; Guy Mitchell, Mallory-Wheeler Co.; V. A. Moore, V. A. Moore & Co.; Henry F. Reese, The Fairbanks Co.; John S. Sanders, Union Metallic Cartridge Co.; Jno. F. Schroeder, Miller Knife Co.; Fred S. Seeley, Wiebusch & Hilger; W. P. Smith, J. C. McCarty & Co.; Dan K. Stucki, Terre Haute Shovel & Tool Co.; J. P. Tabb, Tabb Bros. & Co.; L. D. Vogel, Charter Oak Stove & Range Co.; R. S. Waddell, E. I. Du Pont de Nemours & Co.; D. M. Walke, Keen & Hagerty Mfg. Co.; F. C. Wheeler, Hermann Boker & Co.; Charles Wier, American Axe & Tool Co.; Chas. R. Wilcox, The American Iron & Steel Mfg. Co.; John K. Wilson, Wier & Wilson.

Sergeant-at-Arms: H. H. Beers, Schmachtenberg Bros., New York.

No more indefatigable chairman could head any committee than Irby Bennett, of the Winchester Repeating Arms Co., who having so gracefully filled the responsible position of yore, it was in the order of a natural selection that he was chosen to engineer the labors devolving upon himself and the other members.

To Harry H. Beers, the representative of Schmachtenberg Bros., and the sergeant-at-arms of the committee, devolved the onerous and responsible duty of preparing the convention register and distributing the handsome badges which made each recipient part and parcel of the convention proper.

WEDNESDAY MORNING SESSION.

The first session of the convention was held in the magnificent ball room of the hotel on Wednesday morning, June 13th, being called to order by President Barker at 10.30. Nearly sixty delegates were in attendance, and the meeting being a general one, a large number of invited guests were present. The event was further signalized by the presence of many of the lady visitors. The President in announcing the opening of the convention called upon those present to unite in singing "America," and right heartily did all present join in giving effective expression to the all-pervading sentiment, "My Country, 'Tis of Thee."

Roll call was next in order, but few delegates being absent.

President Barker then proceeded to deliver his address of welcome.

PRESIDENT'S ADDRESS OF WELCOME.

Ladies and Gentlemen: It becomes my most pleasant duty to greet you and extend a most hearty and cordial welcome to this the Tenth Annual Convention of the Southern Hardware Jobbers' Association.

I am very much gratified to see present so large a number of the fair sex, many of whom have honored us with their presence on previous occasions. Your presence stimulates and encourages us, lightens our burdens and adds greatly to our pleasure. Most of you are familiar with the worries and perplexities to which Hardware men are subjected, and fully realize how much we need your sympathy and encouragement. In behalf of the Association, I extend to you a most sincere and hearty welcome, and wish you a pleasant and enjoyable sojourn while at this delightful seashore resort, and hope you will be so charmed that it will require no persuasion to induce you to attend our next convention.

To the gentlemen present, members of our Association and honored guests, in behalf of our Association I extend to you also a most hearty welcome. It is a great pleasure to meet each other face to face and to discuss those things in which we are mutually interested. It is pleasant to meet together, take each other by the hand and to cultivate the friendship and strengthen the tie of brotherly feeling and good will which has characterized our Association. I trust that the few days we shall spend here will be pleasant, agreeable and profitable, and that we will return to our homes feeling that we have received some benefit and have benefited others.

Old Point Comfort is yours during this convention. Irby Bennett, our worthy Chairman of the Reception Committee, and his associates, will do all in their power, I assure you, to

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make your visit pleasant. Again I extend to all a most hearty old Virginia welcome.

At the conclusion of the opening address, which was received with applause, Col. B. F. Atkinson, of the Atkinson Hardware Co., Fort Smith, Ark., addressed the convention as follows:

ADDRESS OF WELCOME TO THE MANUFACTURERS.

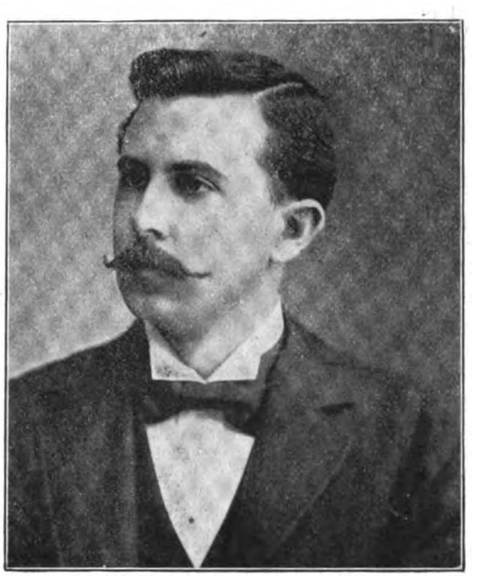
Mr. President, Ladies and Gentlemen: To me has been assigned the pleasing task of addressing this intelligent representative business assembly. For the courtesy of this recognition of our Southwestern borderland I return to you, upon its behalf, my grateful acknowledgment, but it is with no little trepidation that I assay the difficult role of entertaining you upon a topic that has already been so well presented and thoroughly discussed by the gentleman who preceded me, the honored President of our Association.

Permit me to add, by way of comment, that if this gentleman's bite is as effective as his bark, his competitors had better "loog a leedle owet," and the difficulty of my task is enhanced by the reflection that any formal address of welcome to this hospitable old Virginia shore would seem a perfunctory duty, for the ambient air, as it is wafted to us from the old Atlantic breathes an invigorating welcome; the birds from the boughs of these grand old trees sing us a cheery welcome; the bright eyes and approving smiles of Virginia's fair dames and beautiful damsels greet us in kindly welcome to this grand old commonwealth that gave birth to those historic characters whose wisdom, foresight and courage made possible the greatest government and the grandest people on this terrestrial globe. (Applause.)

And we, of the Hardware jobbing craft, are vouchsafed an assurance of welcome which is, I think, of peculiar significance. From the sages of the philosophic schools we learn that in the arrangement of the divine plan by wise dispensation of kind providence, each latitude of subdivision of the earth grows those antidotes which are suited to the ills incident thereto; that each provides the necessary comforts that are essential to the well being of its inhabitants. In confirmation of this theory, we find that the generous soil of old Virginia, in whose bosom has been planted so many of those Virginia gentlemen of the old regime, has made indigenous that aromatic plant known as mint, which is so essential to a genuine Summer-time Virginia welcome. (Applause.) This thought is suggested by the story (don't ring the chestnut bell, please) of that erstwhile Virginia gentleman who, while entertaining a way-worn and thirsty guest, directed his son to bring from a nearby mint bed that essential concomitant of a julep. The dutiful son whispered into the parental ear that the mint bed was well nigh exhausted while satiating the thirst of the numerous departed guests of that morning, when this thoughtful, resourceful grand old man said: "Then, my son, go across the creek to your grandfather's grave, where you will find a-plenty of it." (Applause.)

Now, after a long and somewhat intimate acquaintance with Hardware jobbers, and after a careful computation of their tastes and tipples, I find that exactly 98 per cent. of them at this season of the year take grass in thern; the remaining 2 per cent. goes for the discount, that is off their feed. Then let us indulge the hope that mine host of the Chamberlin, if he has any old stock in the house, will make it a point to thus contribute to our comfort while we are at Old Point Comfort. (Applause.)

It rarely falls to the lot of an improvised speaker, like the present one, to address an assemblage as representative in character as this one, drawn from every part of so diversified a country, for we come from the orange groves of Florida; from the guber-grabbing hills and watermelon plantations of Georgia; from the cotton mills and licensed gin mills of South Carolina; from the classic banks of Tar River, that sticks to the name and fame of old North Carolina; from the coon, corn and cotton fields of Mississippi; from that gallant old volunteer State of Tennessee, in whose mountain fastnesses its people are still voting for Andy Johnson and Ginil Andy Jackson, and an appropriation (Applause); from the still mountain dews, or, rather, from the mountain dew stills, of old Kentucky (laughter), whose people, while emulating the distinguished pioneer features of that commonwealth, have become so expert as marksmen that in times of political strife they can stand upon the streets of Louisville and shoot through a keyhole in Frankfort; whose Alpine climbers, who fish, fight and fiddle (laughter) through their feud days, can sit upon one of their peaks and knock out a mosquito's eye on the dome of the Galt House. (Applause.) But dear old Kentucky, endeared to us by so many sacred memories and tender associations of our youthful days, the land of patriotism and oratory, the home of portly horses and portly women, with all your faults we love your stills. (Laughter.) We come from that Southwestern empire "Lone Star" State of Texas, whose heroic pioneers have added undying lustre to the pages of American history, whose enlightened progressive business men have added material wealth to our beloved Southland, over whose vast expanse of magnificent distances roams the educated hog of Cyclone Davis, their fat broad-horned cattle, and their enlightened broad-gauged men. And last, but what should in point of fact have been first (but for my modesty), we come from the red



SECRETARY-TREASURER C. B. CARTER.

apple orchards and zinc and coal mines of that greater State of Arkansas (laughter), whose inexhaustible coal fields underlie everything, and while I am not a real estate agent, I make bold to say that we do not out-lie any one when we tell you we have coal to burn. And above these vast treasures of hidden wealth grow dark, leafy forests of magnificent timber, rooted in a rich virgin soil which awaits only to be tickled by the surveyor's chain to boom into corner lots, dominated by people who, in the intensity of their loyal devotion to Southern sentiment, are still voting for Jeff Davis, for we elected him Governor but a few days ago—that is, we nominated him, which means that the other candidate has as much chance of election as I have of being made Queen of England. (Laughter.)

It is our pleasure to announce that we are honored upon this occasion as guests by those cute, cultured gentlemen coming to us from the peaceful hills and valleys of New England, where, nestling among its beautiful hills and beside its liquid streams, are those ceaseless hives of industry, the smoke from whose stacks encircles the domes of their ever-present school houses and entwines the spires of their revered meeting houses, among the people who in their code of morals and methods are as rigid and inflexible as their everlasting granite hills into which the husbandman shoots

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the seed with a shotgun and blows out the crop with dynamite (laughter); descendants of those devout and aggressive and expansive pilgrim fathers of whom we are told that upon landing upon that bleak inhospitable shore, they first fell upon their knees and then upon the aborigines, who shot tracts and Puritan civilization into those Massachusetts Filipinos without the consent of the Governor, whose cardinal tenet of faith was to keep the commandments and everything else they could lay their hands on (laughter and applause); and we are honored by the presence of these thrifty, trustful gentlemen, who come to us from that other great mart of industry situated at the confluence of the Alleghany and Monongahela Rivers, who, like Israel of old, are led by a cloud of smoke by day, and by a pillar of fire—from their furnaces—by night (laughter); who, in their methods and morals, present us with the strangest of anomalies, for while they are renowned for their uprightness and integrity make iron and steel for a living. (Laughter and applause.) And these are supplemented by those clannish, canny gentlemen from that enterprising meat-cutting, sausage-stuffing, plumb-hammering City of Brotherly Love, whose people, imitating their Quaker brothers, say little, except when moved by some kind of spirits, but saw wood, and make the saws to do it with. (Laughter.) And with these come those ubiquitous gentlemen, whose modesty is only excelled by their good looks, from that cosmopolitan, metropolitan polyglot, all you have got (laughter) city on the banks of the Hudson, where the chief end of man is to glorify the party that is "forninst the Government" and to enjoy holding a job on the foorce forever. (Applause and laughter.)

And here we have met on the common ground of the Old Dominion State, to pay our grateful homage at the shrine of American constitutional liberty, and to mingle with a people of whom, if the immortal dramatic poet were still alive, he would rewrite one of his most famous sentences to read: "Some men and women are born great, some have greatness thrust upon them, and some are born in Virginia." (Applause.)

And from what wrangling school of thought "do we come?" Upon what political platform do we stand? For in the ordinary assemblages of men, the tenets of some party or the dogmas of some sect bring men and women together in conventions of societies and guilds, each one seeking its own end while antagonizing all others; for in the State party strives against party until the peace of the commonwealth ruffles with passion and friends become foes. In the church, sect rails against sect, discordant bells ring out conflicting creeds until we turn upon each other an evil eye because we do not think alike about religion. Then, by way of contrast to those scenes of contention and strife, contemplate the spectacle here presented where brotherly love prevails and every social virtue cements us! There a fat, sleek capon-lined triumphant Republican sits, his arm entwining a lean and hungry Cassius of a Democrat, somewhat disfigured, but still in the ring (laughter); there the calm, calculating brow of a Gold Bug smiles benignly upon the voluble disciple of the unlimited dollars of our daddies, who has just delivered an unanswerable philippic against the crime of '73 (laughter); over yonder, somewhat retired, sits the opinionated "I told you so" Mugwump, who smiles his greeting at a dry, but decorous, Prohibitionist, who in return pledges his undying fealty in a libation of that sparkling fluid drawn from the iron-bound, old oaken bucket, instead of fire water from the little brown jug. (Laughter.) Even ecclesiastical walls are made to fall before the trumpet voice of that doughty chivalric sentinel who guards the sacred portals of our peaceful asylum, for here the vociferous shouting Methodist, or deep-water Baptist from Arkansas, slaps on the back the dignified and austere Unitarian from Boston, and says "Shake, pard, nominate your pison." (Laughter.) In short, the followers of Moses, the disciples of Laud, of Calvin, of Knox, of Luther, of Wesley, of Campbell, of Madame Blavatsky and Mrs. Eddy (laughter), all meet in one common union, in one faith, one hope, and one baptism of good fellowship, and all *agin* every trust except those that we own stock in. (Applause.) And here we have assembled this beautiful morning to inaugurate the tenth annual convention of the Southern Hardware Jobbers' Association, to discuss those men and measures that retard or contribute to our mutual welfare, in the confident hope that wise counsels will prevail throughout our deliberations, enabling us to carry to our homes new points acquired during our delightful sojourn at Old Point.

Before closing this desultory effusion, permit me to felicitate this intelligent association of business men upon the improved financial and commercial conditions of our country, and upon its bright promises of future prosperity. Since our last meeting "grim-visaged war has smoothed its wrinkled front," and all the clouds that lowered upon our houses (in the shape of the enemy's battleships) are in the deep bosom of the ocean buried. I will not presume upon your patient courtesy while recounting the manifold benefits and blessings which have and will inure to us by reason of this event, for they are so manifest as to be potent to each one of this intelligent audience. The South for the past forty years, in spite of the adverse conditions that have retarded its growth and development, has slowly, but steadily, grown in productive capacity as well as material wealth, thus verifying the words of holy writ that the Lord loveth whom he chasteneth. Like that other race of God's chosen people, for forty years we have wandered in our desert pilgrimages; ofttimes cast down by disappointment and failure we have wandered and strayed from the teachings and traditions of our fathers; we have followed too much the devices and desires of designing men, until in the desperation of despair we have set up false gods, we have bowed the knee in adoration at the shrine of a silver calf, but now with an enlightened vision from the heights of Moab we can view our promised land in the dawn of a new and brighter era. (Applause.)

In looking over this assembly I am reminded of the presence of a few who wear hair the color of mine; that some of you, like myself, followed the destinies of the bonny blue flag to the inspiring strains of "Dixie" into the smoke and din of battle, and I rejoice with you that that flag, with all its hallowed associations, is to us but a memory, that we have tenderly folded, with its stars and stains, and reverently laid it away with the times and occasion which gave it birth. I rejoice with you that after the nation had expiated its sin by four years of cruel fratricidal war that the issue of that strife was union, nationality and liberty, and not secession, disunion and slavery. I rejoice with you that later events have obliterated North and South lines, and that nowhere in the United States is there an enemy's country; that an overwhelming enlightened public sentiment has forever buried in one common grave of oblivion the Northern carpet-bagger and the Southern bulldozer. I rejoice with you that on Manila and Santiago's bloody fields the music of the "Star-Spangled Banner" and "Dixie" floated and blended over a united army of the best soldiers and sailors that ever donned a uniform, and that the blending of those war songs has given to us a new one, which is "There Will Be a Hot Time in the Old Town To-night," which presages for our country, for you and for me, a good time in the days that will come.

At the close of our late Spanish war a solemn treaty was concluded at the City of Paris, formulated by some of the ablest diplomats of unhappy Spain and our own fair land in conformity with the constitution and laws of the United States, and in accordance with the laws and usages of all civilized nations. That treaty was formally ratified by the Spanish Cortes, and signed by its beautiful, but unhappy, Queen, was formally ratified by the Senate of the United States and signed by our President, and I confidently believe was confirmed in heaven, thereby giving to us an unquestionable title by conquest, by treaty and by purchase to Puerto Rico and the Philippine Islands, and, if you will pardon a

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little Jacksonian profanity, "by the Eternal" I believe we will hold every foot of them, and that in the near future the flag of our country will peacefully float over every town and village in that Philippine archipelago. I believe that in the not remote future an enduring and imperishable monument will be erected upon the highest and most conspicuous promontory of that group commemorating one of the most gallant and heroic achievements in the annals of mankind, a monument more enduring than Pompey's pillar at Alexandria, that commemorates the proud boast of tyrants and man's inhumanity to man, higher than the Nelson monument at Trafalgar Square, in London, that commemorates the victories of that renowned hero; more imposing than the column Vendome, in Paris, that commemorates the triumph of a Napoleon, and upon this will be placed a beacon light darting its refulgent rays over those darkened waters, penetrating the gloom of those benighted, misguided people, pointing them to a higher civilization and better life, illuminating their pathway to the paradise of Him who said "Let there be light, and there was light," and upon this we will perch the American eagle, the symbol of liberty, and from its beak a streamer inscribed with the legend: "The United States of America enlightening the world" (applause), teaching the waiting nations the problem of self government and the rights of man, presenting the spectacle of a contented, prosperous and happy people, under the guidance and direction of a Government from the people, and by the people, inspired and sustained by the enlightened wisdom of the highest type of American manhood, comforted, counselled and blessed by that last best gift from God to man—a noble womanhood, as she is personated in our devoted mothers, our loving wives and our sweetest sweethearts. (Applause.) Thus let us, forgetful of all our past differences, turning our backs upon calamity howlers, pessimistic prophets, and all forms of political heresies, renew our allegiance to our beloved country, and its institutions, go forth from this assembly with renewed energy born of higher aims and nobler aspirations, inculcating the lesson in those who are to come after us that under the benignant and uplifting influences of American civilization the world, as it revolves upon its axis from West to East, in all the great essentials of life is becoming wiser, better, happier, more progressive, more forbearing and more forgiving as it rolls, inciting us to live

"For those who love us,
For those that we know are true,
For the Heaven that smiles above us,
And awaits our coming, too;
For the cause that lacks assistance,
For the wrongs that need resistance,
For the future in the distance,
And for the good that we can do."

I thank you, ladies and gentlemen, for your patient courtesy.

The address was listened to attentively, with round after round of applause evidencing every indication of enjoyment. It was delivered in a confident, self-possessed style, thoroughly characteristic of the orator, who is full of his subject; the flashes of wit which pervaded it, the humorous allusions and free and easy applications and illustrations, were all thoroughly appreciated and received in the jocose, fraternal spirit intended by the speaker.

In response to this address of welcome C. W. Asbury, representing the Enterprise Manufacturing Co. of Philadelphia, delivered the following address:

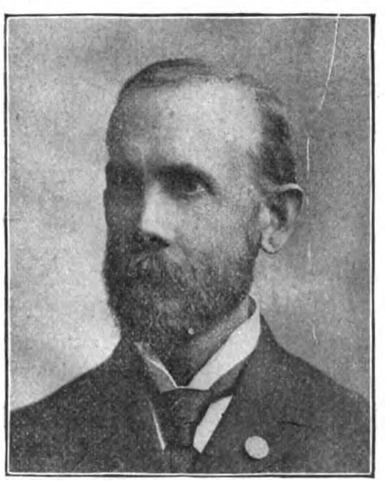
ADDRESS OF C. W. ASBURY.

Mr. President, Ladies and Gentlemen: I would indeed be ungrateful if I did not express a deep and sincere appreciation of the invitation through your Secretary-Treasurer to be with you on this occasion. Appreciation is broadened and deepened by the thought that this is the only organization of jobbers within the scope of my knowledge, which regularly extends a cordial invitation to manufacturers and their representatives, to attend the deliberations of the Association in convention. The heartiness of your welcome to all manufacturers profoundly impresses upon us again the truth of those words so well known in every nook and corner of this great country, "Southern hospitality."

When I received the note from your Secretary-Treasurer inviting me to address you, it seemed to me to be paradoxical that a manufacturer of Philadelphia should have been so greatly honored.

It is true, and I am naturally proud of the fact, that Philadelphia is the largest manufacturing centre in the country, if not in the world, but our city also bears another reputation. Not long since a farmer of Maryland, who had never been further than the boundary of the county in which he lived, finding the weather unfavorable for work upon his farm, concluded to take a little recreation in visiting Philadelphia. A few days after his arrival he met a friend who asked him how he liked the city. He replied: "Very well, very well, indeed, but I do so miss the bustle of the farm."

I might take this opportunity to touch upon the great and wonderfully beneficial work accomplished by the many associations of jobbers in the United States, not only in the interest of the jobbers themselves, but equally in the interests of the manufacturers. No greater or more irresistible influence



PRESIDENT JAMES D. MOORE, 1900-1901.

could be exerted for the good of the manufacturer than the association and social intercourse among the jobbers North, South, East and West.

The value of business friendship needs no further exemplification than a retrospective and comprehensive view of the Hardware trade of the entire country. Every locality has its Association. Not only is this true of the various jobbers associations, which regularly convene for a discussion of subjects having a particular interest in the respective homes of the organizations, but it is also true of the many retail associations.

Not many years ago it would have been difficult, indeed, to find a section of country in which there was not too much suspicion among competitors to permit of an open and free discussion of matters of interest to all, but now it is almost as hard to find a section in which a successful organization is not at work. The transformation does not end here, but the harmony of the whole is capped by a National Association. These facts are proof sufficient of the great and lasting benefit to business of a friendly feeling among competitors.

I will not attempt to refer to the appreciation of the manufacturers for the excellent example shown them by the jobbers and retailers. Perhaps the intercourse among the manufacturers of certain lines during the past year or eighteen months has been closer than among the jobbers and, in some instances no doubt, has been carried to an unwholesome extreme. After a conference together the manufacturers are apt to ask the great and confiding public to trust and have confidence in their good judgment of methods, but they are

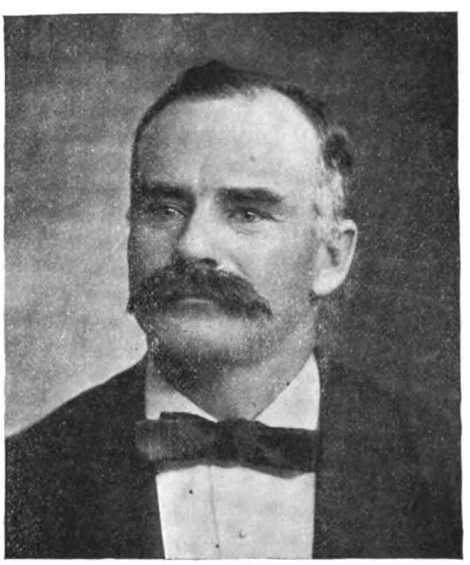
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decidedly unwilling to trust each other. However, we can leave the settlement of their differences with an abiding faith in the soundness of the judicial decision of the people at large. They are alawys the Court of Last Resort, beyond which there is no appeal.

We producers, who for many years have had you enrolled among our most valued customers, should and do feel greatly honored by your individual and official friendship. We feel under great obligation to your association in common with others, because you have made our business lives easier and happier.

Before the advent of associations, questions were continually arising with the manufacturers as between jobbers. These questions necessitated very diplomatic handling, and sometimes our efforts were rewarded by the loss of the good-will of one jobber, because of his ungovernable dislike of his neighbor. It is hard for us to realize now that such a condition ever existed.

At its best business is fraught with aggravating and annoying difficulties in proportion to our ambitions, but it should be our chief aim to alleviate the unpleasant features by the application of social intercourse. We all know what



VICE-PRESIDENT C. E. SPEER.

a large percentage of our lives is spent in the consideration of business problems.

It is because of the great service you have rendered in prolonging our lives, and making them more peaceful and joyous, that I feel justified in saying in the name of all manufacturers, and in the name of all their families, that we are under very great and lasting obligations.

You, gentlemen, have the honor of residence in the most delightful portion of our land. This is a truth which is being rapidly diffused among all of our people and especially among those who have acquired a sufficiency of this world's goods to permit of investment. Evidence of this is magnificent in the upbuilding of Southern industry. During the past decade the development of God's gifts in iron, steel, coal, limestone, cotton, lumber, turpentine and tobacco has been nothing short of marvelous. The value of cotton goods manufactured in the South in 1880 was about $16,000,000, and in 1890 the returns showed a value of about $40,000,000, a gain of nearly 250 per cent. The publication of the tabulated figures of the Twelfth Census will undoubtedly be a surprising revelation of the vastness of your industrial and commercial activity, and God grant that what now seems to us to be enormous strides of progress may in the next decade prove to have been the creeping and toddling of a child.

After the applause which followed the delivery of Mr. Asbury's address had subsided, Henry B. Lupton, the representative of the American Steel & Wire Co., New York, was called upon to express "The Pleasure of the Manufacturers in Attending the Hardware Conventions," which was accomplished by the orator in his usual happy manner. Mr. Lupton spoke as follows:

ADDRESS OF HENRY B. LUPTON.

Mr. President: The late General Lawton said that when called upon to face an audience he instantly became deaf and blind and speechless.

I may not be as modest a man as was that gallant soldier, at least my modesty has not the same paralyzing influence. I am not deaf to your cordial greeting, nor blind to the fact that I am facing a magnificent audience of representative business men, and in a few words hope to express the pleasure of the manufacturer in attending the Hardware conventions.

Gentlemen of the Southern Hardware Jobbers' Association, we are glad to meet with you. You are here as an organization to discuss matters for the betterment of your trade relations, and incidentally, as you meet socially and with right hearty good fellowship, the asperities arising from sharp competition are forgotten, and you go back to your several homes with pleasant recollections of meeting this one or that one of your competitors, and you will feel that with all his many faults he is a right good sort of fellow after all.

We, as manufacturers, appreciate the kind invitation of your Association to be with you. We are glad to be here, and wish you a most harmonious and profitable meeting.

My fellow manufacturers, I am glad to see you here. It is well for us to meet these men who are so instrumental in the distribution of our products, and discuss with them matters of mutual interest, and as we too go back to our work, and for another year carry on our business with them by correspondence, by personal calls or by our representatives, we will remember their welcome to us here, and should differences arise, as they may at times, these differences will be more easy of amicable settlement as we both remember this meeting at Old Point Comfort.

My fair countrywomen, I am glad to see you here. It has been said, how beautiful upon the mountains are the feet of those who bring us glad tidings. Do you not bring us glad tidings at every moment, at every hour of our existence? Can we ever forget how we turned to our mothers for care and guidance? What tender recollections we have of our boyish loves! How you brighten, elevate and purify our social life. Then in that higher, holier character of wifely love, ay! forever and aye, do you bring glad tidings to our hearts! I, too, am but a guest of this Association, but I bid you a cordial welcome.

But a few months ago the bells of New Year's Eve rang out the old year and we now stand on the threshold of a new century.

Let us for a moment consider a few points of our country's progress, a few points of our country's history that have been written in the past hundred years. The century opened on us a weak, struggling Nation of but about five millions. It closes and we have taken our place as the foremost Nation upon the earth with eighty-five millions of united, happy and prosperous people under the portecting folds of the Stars and Stripes. We have seen the sturdy pioneer hew his way through the primeval forests. We have seen him turn the arid plains of the West into fertile lands. We have seen great cities spring up as if by magic. We have seen great discoveries of our mineral wealth and have seen them dug from the bowels of the earth and moulded into the use of man. We have seen our marvelous inventions adopted by the whole world. We saw Morse timidly offer his telegraph to the Government, and now the telegraph wires encircle the earth. We saw the wizard of Llewellyn Park harness electricity and now the Edison lamp illumines all the dark places.

The century has not been one of joy and happiness only. We saw four years of horrible war when brother's hand was raised against brother. Questions that could not find a set-

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tlement in the halls of Congress were left to the arbitration of the sword.

As a great Southern statesman said, War Legislates! and the questions settled by that war are settled forever. When the sword was sheathed, we saw by the fortunes of war a large part of your fair South almost laid in ruins and many of you had seen the horror of war in its most accentuated form and you were faced with many new and vexed economic questions. We saw you turn with indomitable American pluck to build a new South, and the willing hands of your late foemen were quickly extended to help you and many of them, in fact, cast their lots with you and the rehabilitated New South stands to-day one of the proud monuments of our country's history.

Instead of giving King Cotton all of your devotion, you have found that you had other and great resources. Manufacturing interests were fostered and the busy hum of industry is heard all over the South, and Birmingham has to-day become a rival of mighty Pittsburgh.

All honor to the South and the victory she has won.

With the new century what a future lies before us, for our children and for our children's children; who can prophesy what it will bring forth; but we enter the century with higher ideals and with higher standards, and the words sung by the angel hosts nineteen hundred years ago, "Peace on Earth, Good Will to Men" are to-day as never before a guide for life and action, and the beautiful words of Tennyson find a repose in every heart:

"Ring out the old, ring in the new;
Ring out the false, ring in the true.
Ring in the valiant man and free
The larger heart, the kindlier hand;
Ring out the darkness of the land,
Ring in the Christ that is to be."

Mr. Lupton's address was received with every mark of the convention's favor.

The annual address of the President was next in order, and was delivered as follows:

THE PRESIDENT'S ANNUAL ADDRESS.

Gentlemen of the Southern Hardware Jobbers' Association: It affords me great pleasure to stand here and look into the faces of this distinguished body of business men, many of whom, although my competitors, are warm and intimate friends. This was not the case prior to the organization of this Association, but having met together for the past eight or nine years in annual conventions, where we have exchanged experiences and discussed matters of mutual interest, we have learned to know each other better and have formed strong ties of friendship and good will, which have been so broadened and strengthened each year that we anticipate these meetings with a great deal of pleasure. I am much pleased to be with you on this occasion, and as it is customary for your presiding officer to give an account of his stewardship at the end of each year, I will now endeavor to make a brief report.

Although I have had the honor of occupying the position of President of the Southern Hardware Jobbers' Association only since January last, as you are all familiar iwth the fact that I was elected to fill the unexpired term of Mr. Mandelbaum, who resigned the presidency of your Association last December, yet in this short time the value and importance of our organization in adjusting irregularities both of a local and general character, in promoting not only the commercial interest of the Southern Hardware Jobbers in every way possible, but also in fostering and encouraging more social relations betewen the jobbers as well as with manufacturers, has most forcibly impressed itself upon my mind. I will confess I was at a loss to determine just what points to consider in this address, knowing there were so many matters which have been handled by our Association, many of which have resulted to the mutual advantage of all interested. In making my report I will merely touch upon a limited number of matter which have come up during my administration, covering a period of six months, and will leave all of the details of the year's work to our Secretary-Treasurer, who will give you a full and complete account of all that has been done.

In the first place, I desire to express in behalf of the members of our Association our sincere regrets over the misfortune of Fones Bros. Hardware Co., of Little Rock, Ark., who sustained a severe loss by fire last November, and one of whose officers, J. J. Mandelbaum, has served our Association so efficiently and faithfully in various capacities.

I feel very much gratified to see so large a representation at this our Tenth Annual gathering, and at the same time regret that even one member is absent. I am also very glad to see all of the members of the Executive Committee here, with the exception of C. R. Roberts, who is at present in Europe. I also note that we have several other members who are now in Europe or en route. I congratulate them that the Hardware business has proven so profitable as to enable them to visit the foreign countries. I sincerely wish them a pleasant trip and a safe return.

CHANGED CONDITIONS.

Since our Annual Convention we have passed through a very phenomenal business experience, many radical changes in the iron and steel market have been chronicled, and conditions have materially changed. We have endeavored to meet these changed conditions in as cheerful and practical a manner as possible, but it has been a serious and laborious task, and even now we are anxious and striving for a better solution of the difficulty as to how we shall conduct our business to best meet the changed conditions. The abominable trusts and combinations which have sprung up on all sides in so short a time have been followed with such startling advances and arbitrary and radical terms that it has been impossible to adapt ourselves to the change. You will notice from our programme that it has been thought desirable to discuss these matters in all their phases, and we hope the result of our deliberations will enable us to determine the best and most feasible policy to be pursued under the existing conditions.

TRADE CONDITIONS.

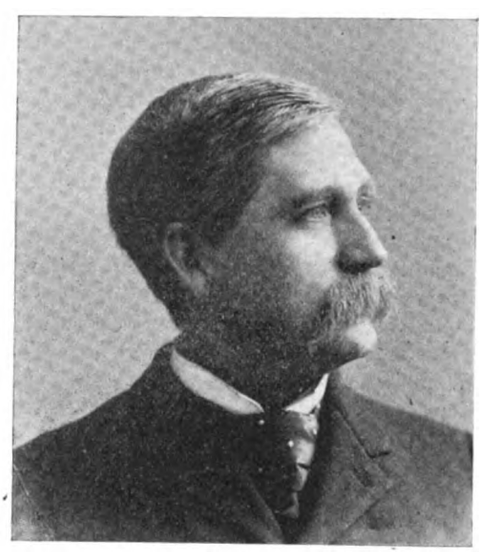
The trade conditions in the South at the present time may be termed peculiar, without additional explanation. The trade as a whole has not accepted as cheerfully as the manufacturers seem to have wished the radical reductions which have been made in some lines, prices of which, in sympathy with the tendency of the market last year, had been advanced to an abnormal point. Those of us who had large stocks which were affected by these reductions were naturally disappointed that the decline came so soon. We fully appreciate the fact that the prices on many lines were entirely out of proportion to the cost of raw material, but the initiative reduction made by the American Steel & Wire Co. was so arbitrary and unreasonable that the jobbers were justly displeased, and while they had to accept the situation, it was under protest. While it is very true that the jobbers have been able to make some money on wire and nails since the formation of the American Steel & Wire Co., yet they were entitled to these profits, and, realizing the fact that the American Steel & Wire Co. practically controlled the production of wire and nails, the jobbers had a perfect right to expect better protection at their hands. This reduction has resulted in a serious loss to many of us, and it only tends to show the importance and necessity of urging all trusts that have it in their power to raise and lower prices without an hour's notice to such an extent as to cause serious loss to the jobber to give a guarantee for a reasonable length of time against declines. The conditions of the iron and steel market and other factors are such as to bring the trade face to face with the fact that lower values are likely to rule, and that a reaction has set in from the extremely high prices which were so rapidly developed last year. It has not been anticipated that any such radical reductions will be made by other manufac-

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turers as in the case of wire and nails. The necessary reductions in consequence of the decline in cost of raw material and decreased consumption will be announced from time to time, and it is hoped that the market will be kept as steady and even as possible. I would impress upon the jobbers the importance of holding prices as firm as possible, since cutting will only tend to demoralize the market and it is not likely to result in increased sales.

HOME AND FOREIGN TRADE.

The past year was eventful in the history of the iron and steel trade and brought great activity and prosperity and enormous gains have been made in the production of iron and steel products and the increased consumption at home and abroad has been phenomenal. I could give some interesting figures showing the wonderful increase in home consumption and export, but think it unnecessary. The time is coming, and is not far distant, when our nation will take a hand in the contest for the supremacy in supplying the world with manufactured products, when we will make such strides in export business as will astonish the world, just as we have surprised and dumbfounded all nations by capturing the home market. We have learned much from foreign countries in the past, but they are now seeking American methods and



W. E. GIBBINS, MEMBER OF EXECUTIVE COMMITTEE.

appliances for manufacturing, and no doubt there is a great deal they can now learn from us.

FINANCIAL.

Never in the history of the country has the money supply been so great per capita as it is at present. Our capitalists are entering other countries, bidding on loans and securities and looking for profitable investments. The year 1899 was a record breaker in bank clearings. For each month the clearings were much larger than the preceding months in previous big years. The daily average for the year of the leading cities of the United States was $291,846,000, whereas in 1898, the next highest year, the clearings were only $209,249,000, thus showing an increase of a little over 34 per cent. The monetary movement during the last few weeks has excited some comment, although it is not likely to have any marked effect upon the conditions of credit of this country. The money goes abroad to pay no debts, as we have a large European credit in our favor. The export is due simply to the fact that the need of gold is very great in European centers, and the prices offered for it make it an object to the American holders to export. However, the gold will come back when it is needed more here than abroad.

EXECUTIVE COMMITTEE MEETING.

The only meeting of the Executive Committee held convened in New Orleans on the 27th of February, which was as early a date as it was practical to hold the same after I assumed the duties of the presidency. A very interesting and profitable meeting was held, and many of the important questions which were discussed and acted upon have already been placed before you from the Secretary's office. A full and detailed account will be given in the report of the Executive Committee this afternoon.

MEMBERSHIP.

As you will be advised by the report of the Secretary-Treasurer, we have now a membership of seventy-one, the largest in the history of this Association. There are also a number of applications on file which have so far not been accepted. It is likely some of them will be acted upon favorably during this convention, which will increase our membership still further. We have been very careful in considering applications not to make the mistake of accepting any one where there is the least doubt of his eligibility. It is most important at this time that due caution should be exercised along this line. We have become a strong, popular and influential body, and naturally have many applications for membership, some of which we have been compelled to decline.

COMMITTEES.

Our Transportation Committee has been especially active during the past six months, and our members should be very thankful for the efforts put forth and the work done by the efficient chairman of this committee, W. E. Newill. He has labored faithfully in the endeavor to induce the Southern Classification Committee to rescind, or at least modify, the unjust and unreasonable classification adopted early in February. In addition to attending the meeting of the Southern Classification Committee at St. Augustine the latter part of March, he has most cheerfully devoted his time and attention since that time to enlisting the co-operation of the Southern jobbers, also of many of the manufacturers, in contending for an equitable and satisfactory adjustment of this classification.

The Grievance, Manufacturers and Membership Committees have not been given much to do, partly for the reason that there have not been many grievances, and also for the reason that the Secretary-Treasurer has endeavored to attend to these matters and relieve the members from such work as far as possible. The reports of these committees will show more fully what has been done or is in course of action.

ASSOCIATION WORK.

It will no doubt be surprising to you to look over the records and see the amount of work that has been done by our Association during the past six months, as shown by the records of the Knoxville office, which has been under the care and attention of our worthy Secretary-Treasurer, whose report will give you full information. Our Association is growing in importance and the work from year to year is constantly on the increase. This Association was organized nearly ten years ago, and has most successfully stood the vicissitudes, depressions and prosperity of the Hardware business during the past nine years, and step by step has advanced in importance, until to-day it is as well known and as dear to the Southern Hardware jobber as our own Southland to the Southern born. Gentlemen, you may well feel proud of your efforts and patience in forming and developing the Southern Hardware Jobbers' Association. Look back eight or ten years and consider the conditions surrounding the Hardware jobbing business in the South, details are not necessary to bring to your recollection the most wonderful changes which have been wrought through the instrumentality of this Association.

REINSTATING FORMER TERMS.

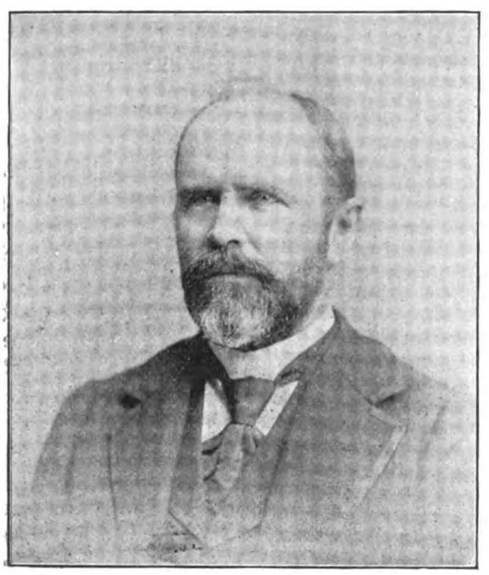
The value and importance of co-operation is shown in the fruitfulness of our efforts in endeavoring to induce certain manufacturers who had changed their terms to 30 days net, to re-establish former terms sixty days or 2 per cent. 10 days. As you have been advised the initiative mover, the American Steel & Wire Co., as well as several others who followed, have restored former terms. We accord due credit to the National Hardware Association, together with the persistent persuasion of individual jobbers, in influencing this desired change. We can reasonably expect all other manufacturers sooner or later to favorably consider our request. I dare say without the persistent efforts of the National and Southern Associa-

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tions, the manufacturers would not have heeded the individual jobbers of the country.

LOCAL ASSOCIATIONS.

The importance of local associations cannot be overestimated. Quite a number of the jobbing centers throughout our territory have at one time or another organized local



G. W. BARNETT, MEMBER OF EXECUTIVE COMMITTEE.

associations, and many now continue in force and have proven very satisfactory and profitable. They not only bring the jobbers closer together in a social way, but in many instances agreements as to terms and prices have been made which have proven very remunerative. I would recommend that wherever it is possible that local associations be formed. From my own experience I can testify to the fact that many benefits and much profit can be gained. You will note that on Friday morning the question of Local Associations will come up for discussion, and it is my earnest wish that all of our members shall be present and take a part in that discussion.

HISTORICAL LITERATURE.

Our members have all doubtless read with more or less interest a pamphlet recently published by the Association entitled "Policy, Potency and Proficiency of the Southern Hardware Jobbers' Association." The desirability of publishing this history was discussed at the Executive Committee meeting in New Orleans. It was decided to have the same printed and distributed, and the results have been all that could be reasonably expected. This little book has not only added new life and increased the enthusiasm of our members, but has been the means of bringing several members into our Association, and by placing it in the hands of outside jobbers and with many of the manufacturers' Southern representatives, much good for the Association has been accomplished.

PERMANENT HEADQUARTERS FOR SECRETARY-TREASURER.

I wish to call attention to the new plan adopted during my administration as to giving our Secretary-Treasurer permanent headquarters. This change met with the full approval of your Executive Committee. There are many good reasons why the office of Secretary-Treasurer should be permanently located instead of being moved from place to place each year. The plan has proven more than satisfactory. I have been relieved of a great many of the details, and while I have kept in almost daily communication with the Secretary, practically all of the work has been done by him from the Knoxville office.

I am indebted to your Secretary-Treasurer, who has most faithfully and efficiently managed and conducted the affairs of this Association. I have found him thoroughly alive and awake to the situation, and I feel sure that each member fully appreciates his faithfulness and ability. I also wish to express my grateful acknowledgment to the very able Executive Committee for their co-operation and support.

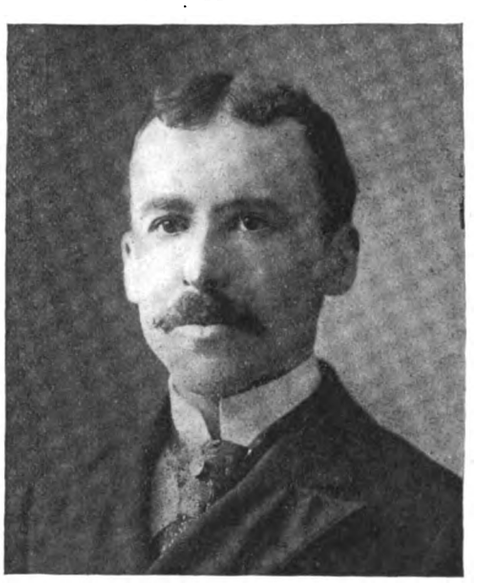
NECROLOGY.

I am indeed gratified to report that no deaths have occurred in our organization during the past year. It is not often that an association as large as this can make such a report for two consecutive years. As there were no deaths reported at our last annual Convention, I am inclined to believe that the Southern Hardware jobbers are a long-lived class, destined to hold a life lease on this world longer, perhaps, than men of other sections.

In conclusion, let me forcibly impress upon your members the importance of freely and impartially discussing the events of the past year, and making strenuous efforts to unravel as much as it is possible, the problems and perplexities that are liable to confront us during the coming year. I am also very anxious that all the delegates will not only remain in the Convention Hall during the Association, but that they will unhesitatingly rise and take part in the discussion of subjects in which we are all mutually interested, for it is only in this way that we can arrive at the consensus of opinion, and thus determine upon the proper course of action. We should take pride in developing and promoting to a still greater degree the usefulness of this Association. Let us stand together and give every encouragement and support, as the future is bright and promising. I bespeak for my successor the hearty co-operation so cheerfully accorded me. Gentlemen and brother Hardware jobbers, I thank you.

The address was listened to attentively and the delivery frequently interrupted by applause.

After the report of the Reception Committee, which followed the annual address, and presented in detail the work of the past year, an informal reception was held, where, amid the exchange of congratulations, renewal of friendly greetings and frequent introductions of those new to the convention's deliberations, an opportunity was given for the dis-



W. A. PARKER MEMBER OF EXECUTIVE COMMITTEE.

tribution of a number of souvenirs which had been specially provided by many of the manufacturers, to be given to the delegates present "lest we forget" when we are homeward bound.

WEDNESDAY AFTERNOON SESSION.

This was entirely executive in its scope and purpose, and was devoted to the following business:

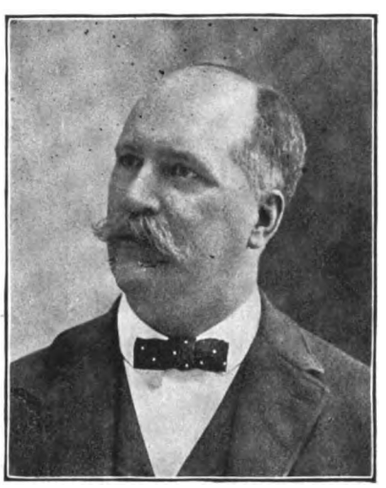
Wednesday, June 13th—Reading of minutes of 1899 convention, report of Secretary-Treasurer, report of Transportation Committee, report of Grievance Committee, report of Manufacturers' Committee, report of Membership Committee, report of Executive Committee, appointment of special committees, communications, miscellaneous business, opening of question box, general discussion. Each question limited to five minutes.

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For Wednesday evening's entertainment the Reception Committee had prepared an elaborate programme for the enjoyment of the delegates to the convention, their guests and lady friends, the guests of the hotel and the officers of the military post at Fortress Monroe, all receiving invitations. It was inaugurated by a band concert given by the band belonging to the post; following the concert, an entertaining vaudeville show was given in the Casino of the Chamberlin, where with the ample convenience afforded by its spacious accommodations, those present passed an hour filled with the entertainment provided. This was followed by a full dress reception, accompanied by dancing, in the ball room, concluding with the serving of refreshments to those participating, the festivities concluding in the hours hovering on the edge of midnight.

THURSDAY MORNING SESSION

was opened at 10.30, and was, in accordance with the programme, an open session, in which all present, jobbers, manufacturers and their representatives, including the ladies, were requested to participate. This was intended to be the manufacturers' innings, and the first to come to the front was James D. Foot, of Kearney & Foot Co., New York, who offered the subject of "The Rambles of a Manufacturer Among Jobbers."



JAMES D FOOT

ADDRESS OF JAMES D. FOOT.

"THE RAMBLES OF A MANUFACTURER AMONG JOBBERS."

Gentlemen of the Southern Hardware Jobbers' Association: It is now some years since I had the pleasure of addressing your body, and what others and I may have said then and what we have said since at similar conventions seems to have about exhausted the vital points of interest among the jobbers of Hardware. It is for that reason that I generalize my subject, as the title would indicate.

A year or more ago I made some arguments before the National Association of Jobbers at Pittsburgh in regard to trusts. Up to the present time trusts have been of doubtful benefit to the jobber, and, as has been said by one of the Western jobbers, where before the buyer exercised some independence in obtaining his goods as to payment for same, terms of settlement, etc., with the trusts this independence has been lost, the jobber being forced to take what the trusts offer in the way of settlement, or leave it.

Witness the reluctance of some of the trusts to grant the time-honored custom of a cash discount, as one of the points jobbers have had to contend with. And yet, in considering this matter of trusts, jobbers themselves, to a certain extent, are responsible for them. A few years ago every jobber, through his buyer, was bringing all his guns to bear on the manufacturer, not to uphold the turning out of a first-class article at a fair margin of profit to the manufacturer so much as to obtaining from that manufacturer, by every known device, a reduction in cost with which he (the jobber) in turn might get at the retailer and meet his competing jobber by a cut in prices, this all resolving in putting the cost of manufacture down to such a point that the manufacturer was confronted with the almost absolute necessity, to either reduce the quality of his goods, or sell out and retire from business. This pressure brought to bear on the manufacturer by the jobber gradually forced the manufacturers in self-preservation to combine each with the other to see if some basis could not be established by which a fair price could be obtained for a first-class article, and a margin of profit remain in the hands of the manufacturers.

Here was the real starting point of the trusts which to-day are proving so annoying to the jobber.

Other points of vital interest to the jobber to-day are covered by the department stores, catalogue houses, etc., and I am of the opinion that this is to be one of the hardest propositions for the jobbers to consider. It is hardly right to the manufacturers that they should be asked not to sell to department stores, or catalogue houses. It is almost legally certain that were the department stores and catalogue houses to take the matter in hand they could force the manufacturers, as companies or trusts, to sell to them at market prices; and it is to a certain extent a fact to-day, that leading manufacturers in any line of Hardware throughout the United States will sell, at some price, to any large catalogue house, or department store that may ask for their goods. The manufacturer may beg the question as to selling them, but were his books in evidence the accounts would probably be found there. I must say in justice to some of these department stores, that they are not the venders of cheap Hardware, which many jobbers contend is what they are placing on the market in competition with the regular trade.

While on a hunting trip to the Rocky Mountains about a year ago, I called on a Hardware dealer in Livingston, Mont., and asked the proprietor "What file do you sell?" to which he replied, "Really, I don't know; I buy most any file that is offered to me when the jobbers come along." Here was a case where certainly the jobbers of the West were not endeavoring to inculcate in that man's mind a desire to sell a first-class article.

Later on, when with my guides in the mountains, I noticed one of them had a well-made hickory axe helve, and I said to him, "Where did you get that helve, I have noticed no hard wood growing here," he replied, "Well, I sent up to Livingston, but you can't ever find anything that is any good there, so I just mailed 33 cents to Montgomery, Ward & Co., of Chicago, and had them send me on the axe helve, which, with postage, cost me just 35 cents, or what I would have to pay for it in Livingston; and I find if I wish to get any first-class article I must send to M. W. & Co. for it.

This illustrates just a little the fact that department stores are not selling only the cheaper class of Hardware; and I know from personal experience that in years past I could sell the house referred to my own brand of files, but nothing special, as their buyer distinctly said, "We wish only well-established, well-known brands of goods; first quality in every way, and do not care for specials." And this man at the same time was placing orders for axes in carload lots, as well as saws, from the leading manufacturers in the country.

When I confronted one of the largest jobbing men in the country as to the position he thought a manufacturer should take in connection with a department store manager of the character above described, he said: "Well, as for me, if I haven't as much 'gray matter' under my hat as any department store manager, I think I'll go out of business." To another jobber I said recently, "How do you take the departure of some well-known houses now selling lines not in the nature of Hardware?" to which he replied, "The day is coming when the jobber must find out what the town in which he is selling goods wants, and if he cannot sell it to the retail Hardware stores, let him take it to the drug store." I then said, "You are virtually becoming a department-store dealer?" and he replied, "Yes; why not?"

And it is surprising how diversified the jobbing Hardware

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trade is becoming. Some years ago when visiting one of the Hardware stores of the Northwest I was shown one department where with butchers' supplies they had barrel after barrel of sausage cases in brine, with which to make frankfurters and bolognas. A year ago when going through another Hardware house in the West, on one of the top floors I found quite a force of hands devoting themselves to the manufacture of harness, for use in lumber camps, and adjoining this workroom another where there was a well-established manufacturing tin department, and kettles and pans, big and little, were being made for their lumber trade.

With such departures in the Hardware jobbing trade, is it not possible that the jobbers will be forced to come nearer to the department stores and cater to the general wants of a town rather than to one special line of customers in said town? Witness the fact, that within the past fifteen years how the strict lines of the agricultural store, the tin and stove store, the house-furnishing goods, plumber's supplies, and the retail Hardware store have been obliterated. It is now a very common thing to find all of these trades combined under one roof, and known as a Hardware store. If the retailers are developing a consolidation to this extent, is it not possible that the jobbers in turn may be forced to do so?

There is a tendency with some jobbers to turn down a well-established line of goods in order to save perhaps a 2 1-2 per cent. or 5 per cent. rather than be loyal to the manufacturer, as his agent representative. It is hard for the jobber, with competition staring him in the face, to let an extra 5 per cent. go by when, perhaps, he can convince himself that the quality is good enough anyway, and will suit his trade.

I have listened with interest, at various times, to the remarks of some of your members on general points to be accomplished through your coming together as a body, and it should be apparent to any manufacturer that the new ideas advanced as to buying goods have been of direct benefit to the manufacturer as well as the jobber. Also, there have been some eye-openers to many of the jobbers as to the best method of establishing the cost of goods, as well as to the disposal of same.

Your traveling salesmen are not so much bent on reporting every day as to who has made a cut in price, but rather as to what orders they have taken, and at what profit, which, in many instances, is based on their percentage of increase in salary through increased profits to the house they represent. This to the manufacturer's mind has been one of the strongest points accomplished by your Association. Then, again, your conferences on freight matters, as to classification, competing shipping points, etc., have not only benefited the Association, but to a certain extent have been of direct help to the transportation companies.

The question of stocking goods has also received great consideration at your hands, resulting in greater economy to the jobber in not carrying an excess of goods, but increasing his stock on those sizes and kinds for which there is the greatest demand.

But, are not jobbers inclined to be too arbitrary with the manufacturers as to the price that they (the manufacturers) establish in selling to a retailer? For example, they will tell the manufacturer to sell to a retailer at 75 per cent. off; to the jobber 80 per cent., and yet we are aware of the fact that it is absolutely necessary to establish a scaling price as between the small retailer and the largest retailer or small jobber. This the manufacturer claims his right to do, and in turn the jobber contests his so doing.

Again, jobbers will instruct the manufacturer's salesmen that under no consideration must they go to such and such a city, as it is too near him to allow of competition. If a salesman is thoughtful and conservative, and does as requested by the jobber, he fails to establish a connection in this small city, which will be taken by some competing manufacturer, or else by a syndicate buyer, who will, in turn, attach the dealer in the small city to his list, of which the original jobber is a member, thereby making him a competitor of the very jobber who objected to the manufacturers going to that city. This is a case where the syndicate works against the jobber on his list, who wishes to be exclusive as regards a certain amount of territory.

In conclusion, it would seem to me that the few vital points for the manufacturers and jobbers to consider are as follows:

First. That the jobber should extend his line of goods, thereby enabling him to sell to a larger field of trade in any town he may visit.

Second. That when a jobber finds himself in possession of a line of goods, the quality of which gives excellent satisfaction, he should have moral courage to stand by that line even if something else is offered of fairly good quality, at a 5 per cent. reduction.

Third. That jobbers should at all times bear in mind that they cannot sell all the goods made, to all the trade, in all the towns they visit, and that retailers will have their preferences, consequently, if the jobber finds it hard to see a dealer who may be buying from some competitor, he should not attempt to secure the business by cutting prices and sacrificing profits, but rather keep to the safe margin of a good profit, and sell his goods to some one else.

The manufacturer on his part should always look upon the jobber as his oldest and best friend in the market, and, if possible, give him benefits and advantages in the sale of his goods over and above others of more recent growth, whose methods of disposing of goods are of doubtful value, as being to the best interests of the manufacturer, jobber and retailer.

Mr. Foot's remarks received every attention, and the applause which followed, proved that what he said found an echo in the opinions of the many present.

N. A. Gladding, the extremely popular representative of E. C. Atkins & Co., Indianapolis, Ind., was called upon by the president to deliver an address on a mysterious subject which had kept the members guessing. It was called "The Three C's." Mr. Gladding being received by those present with fervent acclaim, spoke as follows:

ADDRESS OF N. A. GLADDING.

Mr. President, Ladies and Gentlemen of the Southern Hardware Jobbers' Association: It may seem to you, as it certainly does to me, considerable assurance, if not presumption, on my part, to come before you with a paper pertaining to the ethics of the Jobbing Hardware business, for the reason that the members of this Association are all broad-minded men, trained in the school of experience, and it is, therefore, not to be supposed that a lecture or disquisition upon any topic relating to your field of work is at all necessary for your enlightenment.

Consequently, it was with much trepidation that I accepted the kind invitation of your officers to speak to-day. I fully realize the great honor conferred upon me in being asked to address such an important body of business men, and I shall be more than gratified if anything that I say may help any one in the smallest degree.

Countless essays have been read before this and other Hardware associations upon almost every subject imaginable connected with the trade, and the same have been "cussed and discussed" to practically a full conclusion, so that it would seem as though there is little left to be said that is new, and yet it is doubtless a fact, that without these meetings and the continuous interchange of thoughts and ideas, the conditions of the Hardware jobbing business might soon relapse from the high standard to which they are now attaining through these mediums, into the very unsatisfactory state which formerly prevailed.

It will be impossible, for lack of time, to enter into a full exegesis of the subject I wish to present to you this morning, and I will, therefore, have to leave much to your imaginations to fill in between the lines.

There are some things existing in this world we all wonder

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at. There was an old Quaker woman once who said she was quite puzzled about three things. The first was why little boys should throw brickbats and stones into the trees to knock down fruit, because if they would just wait long enough, the fruit would fall anyhow. The next was why men should go to war to kill each other, because if they would all wait long enough they would all be dead, and the third cause of her wonderment was, why the young men should go to call on the young ladies, for if they would just stay at home the young ladies would call on them, so you see that some of us wonder at one thing and some at another, and I find myself oftentimes wondering, why certain people do the things that it does not seem reasonable for them to do. In looking over the list of topics upon which to talk this morning it struck me that there were three attributes, which if lived up to by the Hardware jobber would, no doubt, be a source of both help and profit to him in his business.

The first of these is *courage*. This, it seems to me, is a virtue which can be well adapted to the every day life of any business man. We admire it in the soldier in battle, the explorer opening new lands, the missionary in foreign fields and in the man with the courage of his convictions. The Hardware jobber doubtless finds it necessary to exercise this virtue every day. There are many, many times when it requires courage to keep prices where they belong when the jobber believes that his neighbor is cutting. Now, I take it that the manufacturer who makes a differential in favor of the jobber does so because he believes that he is entitled to it. Does it not strike you, therefore, that the jobber should have courage to sustain such manufacturers?

It also requires a great deal of courage to have faith in the future, sometimes in the face of a falling market, or bad crops, or other evils that come to the lot of man now and then. Briefly, I believe that the courageous man who faces every conceivable condition of trade bravely, will always be in the front rank, while the cowardly merchant is standing still watching the procession pass on.

The next point in my text is confidence. Jobbers meet in convention and talk over every question of mutual interest, ranging from the holding of an established price down to the matter of how to control the office boy, but afterwards what? Have you ever heard any one say "Yes, they have had the annual meeting and everything was lovely and the goose hung high, but now they have all gone home again and there is the same old ——— story to tell." Confidence in each other held sway while together, but she took flight as soon as separation came.

It is, I think, universally recognized that the jobber is a necessity to the many thousands of retail dealers who depend upon them to carry a large stock of goods of almost endless variety from which Mr. Dealer can order as few or as many as he chooses. A legitimate profit, therefore, is the jobber's just due. Why then doesn't he claim this profit? Some do, I know, but why don't they all get it? If the difference between the jobber's price and the dealer's is too great, then I have no doubt but what the manufacturer will gladly accommodate you by making it less, upon the asking.

Is not the main cause of the trouble, if any of this kind exists at all to-day, originated from the mere lack of confidence in competitors? Perhaps in the very man who sat next to you in the convention?

The motto with some people is that of David Harum, "Do unto the other feller the way he'd like to do unto you, an' do it fust." It's the "other feller" that is always doing what he ought not to. We never cut a price, but we are not going to lose our trade. Ah, there's the point. We are not going to let our neighbor across the street or in the next city take our customers away. Well, that is all right as far as it goes, but wouldn't it be better to first find out from Mr. Competitor if he has made a cut, because if he hasn't, then you are in trouble, and it requires some courage to put your price back again where it belongs. Speaking again in the language of David Harum, "It's a good site easier to git a fish hook in, n' 'tis to git it out." Confidence among local houses is certainly a condition to be most earnestly wished for, and this virtue can be exercised with a great deal of advantage, even from a purely selfish standpoint, and it should grow and become strong through such meetings as are held by this Association. There is unquestionably a better state of affairs to-day in this regard than formerly, but there is doubtless some room for improvement.

Consistency is said by the poet to be a jewel. Is it the kind of a jewel that the Hardware jobber is after? I believe that it is, but some of them have a queer way of trying to secure it. There is a saying that wise men sometimes change their minds but fools never, but I am not talking about the question of changing your mind, that is a matter of judgment; but consistency, I think, means not to do what we think wrong for others, and if that is the case it is a jewel that everyone ought to possess, even if it does cost a little money at times. The chances are, however, that he who sticks to the right course will be the gainer.

A Hardware jobber in Mississippi told me once that his neighbor was cutting the price on a certain kind of plow. I asked him what he was doing about it. "Why," said he, "I just let him sell his out as fast as he can at his cut price. When he is through he cannot get any more for the season and I am now obtaining, and shall continue to receive, the regular price for mine after his are all gone." That man had the courage to hold his goods if necessary, confidence in his ability to dispose of them, and was consistent in not doing like the other fellow.

Pardon me for having carried this talk to a greater length than I intended. It has had, perhaps, too much the ring of a sermon, and I am sure you did not come here to attend Divine Service. In conclusion then permit me to say that in my humble opinion the Hardware jobber possessing the three virtues of Courage, Confidence and Consistency, together with what one writer has termed grease, grit and gumption, and the three P's, "Policy, Potency and Proficiency," of this Association, will no doubt live to become a Hardware prince if he has not already reached that stage.

We are all after success. Some will win it, some will fail, but shall we not at least remember the advice of the old English schoolmaster who, in dismissing his graduating class, said:

"Who loses or who wins the prize
Go, lose or conquer as you can,
But if you win or if you lose,
Be each, pray God, a gentleman."

And this reminds me of Bill Johnson's Opinions.

I've allus notissed fellers,
Hit's a risky thing to do
To kalkalate accordin'
To how things look to you.

The man 't talks the nicest
Don't help you uphill;
The one 't prays the loudest
Don't allus pay his bill.

Sometimes the biggest fishes
Bites the smallest kinds o' baits;
An' mighty ugly wimmin
Can make the best o' mates.

The smartest lookin' feller
May be a reg'lar fool;
You're allus kicked the highest
By the meekest lookin' mule.

I thank you for your very kind attention and extend to you my best wishes for the welfare of this Association and its individual members.

The subject and its delivery touched the hearts of those present with an appreciation of the orator, who was well rewarded by their approval.

The next manufacturer to respond to the president's call was Fayette R. Plumb, of Philadelphia, who spoke very grace-

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fully upon the subject of "Terms of Sale from a Manufacturer's Standpoint," as follows:

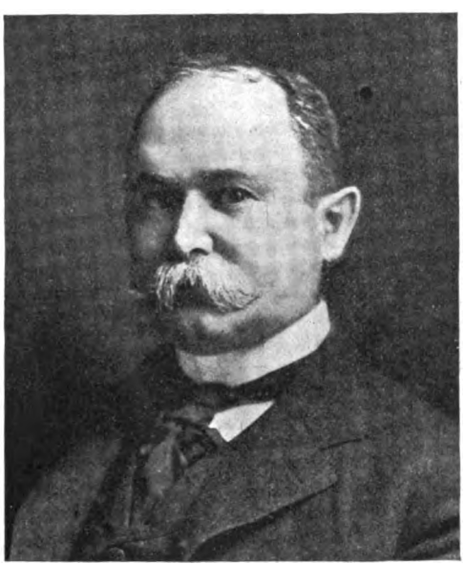
ADDRESS OF FAYETTE R. PLUMB.

Mr. President and Members Southern Hardware Jobbers' Association: When I received the invitation from your Secretary to appear before you to-day and select my own subject, I had before me, at least, half a dozen remittances where 2 per cent. had been deducted for prepayment, and I was considering whether I should return the drafts or send debit memorandums for the deductions. I, therefore, thought that for a talk of fifteen minutes, no better subject could be selected than

"TERMS OF SALE FROM A MANUFACTURER'S STANDPOINT."

I know this is an unpopular selection, and that it takes some courage to discuss it; but before such an audience as this, I am sure of courteous treatment if I am unable to convince you that I am right in the position assumed.

In the same mail with the acknowledgment of my acceptance of your invitation, I had the pleasure of receiving a letter from Mr. Carter, defining your position; the ablest communication, by the way, that I have received from any source



FAYETTE R. PLUMB.

—and I assure you I have received a great many—and I wish to compliment you upon having such a worthy Secretary.

Mr. Carter stated that he had been informed my attention had been called, by numerous jobbers throughout the country, to the terms upon which my goods were sold, and as I had not acquiesced in these requests, your Executive Committee, at their meeting in New Orleans, had instructed him to take the matter up with me and ascertain if some satisfactory solution of the matter could not be reached so as to follow the 2 per cent. cash, 10 days. The reasons he gave for these demands were:

First: The manufacturers were in a position to grant this without loss, because they could include it in the cost of their goods.

Second: A customer who paid promptly was entitled to extra concessions.

Third: The manufacturers had not been able to enforce change to 30 days, because the jobbers would not pay in that time.

In the first place, I desire to say that I am also a member of an association that thought it expedient, in August last, to make the selling price 30 days net, with no cash discount; therefore, if I were disposed, individually, at this time, to meet your views, I would be powerless to do so without the consent of my fellow members.

"The Meat in the Cocoanut" is embodied in your first statement; namely, that the Hardware jobbers are willing that the cost should be included in the price of the goods.

I believe the jobbers are in a better position to include the 2 per cent. in the cost than the manufacturer, owing to the large variety of goods sold; thus enabling them to increase the prices of articles, the costs of which are not familiar to the trade; while, on the other hand, a manufacturer's lines are much more limited and their customers are so fully conversant with them that an attempt to add an extra 2 per cent. to the price would meet with a vigorous protest.

In reply to your second reason, "That a customer who pays promptly is entitled to extra concessions." Every manufacturer, great or small, appreciates a good cash customer; one who pays his bills promptly in 30 days, and if there are any concessions being made, owing to dull business, the action of a competitor, or, for any other reason, he is sought out by the manufacturer, and, to use a favorite expression, "well taken care of."

The concessions in the manufacturing business have been growing continually for the past thirty years, until they reached such proportions at the commencement of the panic of 1893 that the weight of the burden came very near wiping the most of us out of existence. We grant concessions to our customers that are unparalleled by any other country on the globe.

Take our English cousins, for example, who have always been considered as the leaders in trade the world over. They not only oppose cash discounts, but still charge for package and cartage and, in some instances, postage covering the transmission of their invoices. I saw a bill of this kind in the office of a prominent merchant of New York City early last month, and he assured me he did not receive a single cash discount from any of the foreign houses with whom he deals.

The conditions were the same in this country when I first started in business in the Fall of 1869; then our terms were not only 30 days net, but we charged for cartage and cases, while a freight allowance was not thought of. The cartage was the first to go; then the cases followed, and soon after the freight was included. Most of you, therefore, are buying your goods, laid down at your door, packed in new cases which cost you nothing, you are thus enabled to compete with any one in your territory knowing that your neighbor has no advantage over you.

The days of charging for cartage and cases have passed, and freight, which fluctuates from time to time, and cannot be accurately estimated when making up costs, cannot be considered, owing to the geographical locations of the different manufacturers. Therefore, it was but natural when the manufacturers considered all these questions that they should withdraw the cash discount as one of the evils to be disposed of, as they felt that they should be paid dollar for dollar for their goods, and not in one worth only 98 cents; especially so, as all the items of any moment entering into the cost of their goods are strictly cash. The weekly pay roll must be met without discount on Saturday, while all steel and iron, as well as the majority of all supplies, are net cash, 30 days.

Referring to your third point: "That we could not enforce change from 60 days to 30 days." I desire to say that not 20 per cent. of those who took advantage of the 2 per cent. when our terms were cash 10 days, paid within that time. The honors, therefore, are about evenly divided.

I have made no attempt to indulge in an exhaustive account of the merits of this question; but have endeavored simply to place before you, in the briefest possible manner, the most important reasons why our Association considered themselves justified in their action. As you are, doubtless, aware the steel makers have changed their terms from 3 per cent. 30 days to 30 days net. We are, consequently, compelled to pay net cash for our supplies. I, therefore, think you will agree with me when I say we are justified in desiring net cash for our products. Of course, the jobbers have just as much cause to ask for a discount on their purchases, because they grant it to their customers; but they certainly have no greater

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SOUTHERN HARDWARE JOBBERS' ASSOCIATION, JUNE 13th, 14th, 15th, 1900. PHOTOGRAPHED BY PRINCE, OF WASHINGTON, D. C.

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cause; while I have shown that the very reason why they claim that the manufacturers could grant them this discount without loss applies with greater force to them. Their prices are not so firmly fixed, while ours are nearly uniform, and our trade is built up, not by cutting each other's prices, but on the quality of our goods. None of us, therefore, is in a position to advance prices 2 per cent. in order to include it in his terms. The jobber may not be able to do this either; but he is in a better position to attempt it than the manufacturer. If not, he can, at least, follow our example and abolish it.

The change is certainly bound to come at an early date, as 2 per cent. is entirely too much to pay for prompt cash. This is practically 2 per cent. for 30 days, when the proper rate of interest is half of one per cent.

Our country is rapidly growing, credit improving and the time has come for us to fall in line with the other great commercial nations of the world and abandon the high rates of interest that were necessary during our infancy. The other concessions granted by the American manufacturers, such as cartage and cases, are in the right direction, and it would be well for our foreign competitors to follow our example; but the question of excessive cash discounts is a relic of other days, when to grant credit was to take big risks, and is absolutely inconsistent with our improved financial condition.

In conclusion, I desire to add that I think you are making a great mistake when you agitate a question like this at a time when it is clearly the duty of every merchant and manufacturer to stand together and maintain existing prices.

If your Association and the National Association persist in the course followed since November last, I am afraid you will see the disruption of more than one association and lower prices on all goods.

Mr. President: Before taking my seat, I desire, personally, to thank each member of the Executive Committee for the honor conferred in inviting me to address such a representative gathering of Southern merchants; men who are not only celebrated in the community in which they live, but are known throughout our great country as true Americans.

Although Mr. Plumb's views in regard to cash discounts failed to harmonize with those of a majority in the convention, he was listened to attentively with the hope that he would later see the error of his ways and reform his views.

An interesting address was also given upon the subject of "Road Conditions," by John J. Mapp, of Baltimore, Md., Southern representative of the National Enameling & Stamping Co., from which we make the following selections:

ADDRESS OF JOHN J. MAPP.

When I selected my subject—"Road Conditions"—I had in my mind to briefly detail an account of my experiences and observations while making my many visits to you.

There has been a steady increase in the general prosperity and growth of the South. The industrial activity which is seen throughout the South to-day is but a faint indication of what will be in a recurrence of the years of my commercial itinerary in utilizing nature's abundant blessings for the employment of people and the creation of wealth.

The changes among the trade have been numerous. Many of the firms who were landmarks among the trade for years, and who were in business when I first began to travel South, are out of business to-day. Some have been forced out by competition, and others removed by death. The personnel of these old concerns were of the manly, straightforward, honest, industrious type, but conditions had undergone such startling changes that the fitness of things exacted a recognition of a new era which had already dawned upon the commercial, financial and industrial world. In fact, there are very few of these old-time Southern merchants in business to-day. They have been succeeded by the younger generation, who are bright business men, full of energy and push, well posted, fully competent to hold up their end in buying goods, always at minimum price, and ever on the alert to keep pace with the times. I know of no brighter and better business men to-day, as a class, than the Southern Hardware jobber. They are progressive, energetic and successful merchants.

"Conditions" have changed greatly as to the method of conducting business as compared with former years. The Southern Hardware merchant has recognized this changed condition, and has adapted himself to the situation. Many of them are no longer content with confining themselves to a local territory within a radius of 100 to 150 miles, but are reaching out for business and cover a territory of 800 to 1000 miles. It is a fact, which we may not overlook, that the representative of the local jobber, when at a distance of several hundred miles from the location of his house, is never confronted with that feeling of prejudice which in more or less intensity exists in the mind of the nearby retailer against purchasing close to home, since the retailer in question has had reason to recognize the fact that his own customer or user is suspicious that goods so near by might be available to him also, less the profit added by the retailer. Of course, this is a perversion in the mind of the retailer's customers, yet we cannot overlook the mental attitude of the common people, who, after all, by their purchases, measure the volume of trade.

I have one customer in a progressive Southern city who is selling goods from Texas to Virginia. My experience has been that the further you travel from home the more goods you can sell, and the larger are the sales that can be made. Several of my customers are doing a nice export business with British Honduras, Cuba and Mexico. They have established a regular export department in their business for conducting same.

I find that to cater to the wants of the different classes of trade that they sell in the extended territory that they cover, that it necessitates buying a better class of goods, as different sections use different and better goods than others. By carrying these better classes of goods in stock it has been the means of educating that class of trade, who formerly bought the cheapest goods, to buy a better line of goods. In fact, the Southern trade to-day buy a better class of goods than ever before. The stigma that has so long rested upon the Southern merchants as being distributors of the poorest class of goods, is rapidly being removed.

In my particular line, up to five or six years ago, the majority of my trade bought only the staples in the cheapest grade of tinware. * * * To-day they buy almost my entire line, including my most expensive wares. As an illustration of the increase in volume of business done, in one Southern city in my territory caused by the trade buying a better class and more complete line of wares: Ten years ago the trade in that city bought only the cheapest of staples, and their aggregate purchases per annum did not amount to $3000. Last year their purchases exceeded $100,000.

* * *

Where can one travel to find a more hospitable, courteous and gentlemanly set of men in business to-day than the Southern merchants? I always look forward to my visits to you with great pleasure and regard them as much a pleasure trip as a business one.

Gentlemen, with best wishes for your Association, I thank you for your kind attention.

Mr. Mapp was followed by W. P. Smith, of Knoxville, Tenn., the Southern representative of J. C. McCarty & Co., who enlisted the close attention of his audience to an address on "Scrapping for Trade."

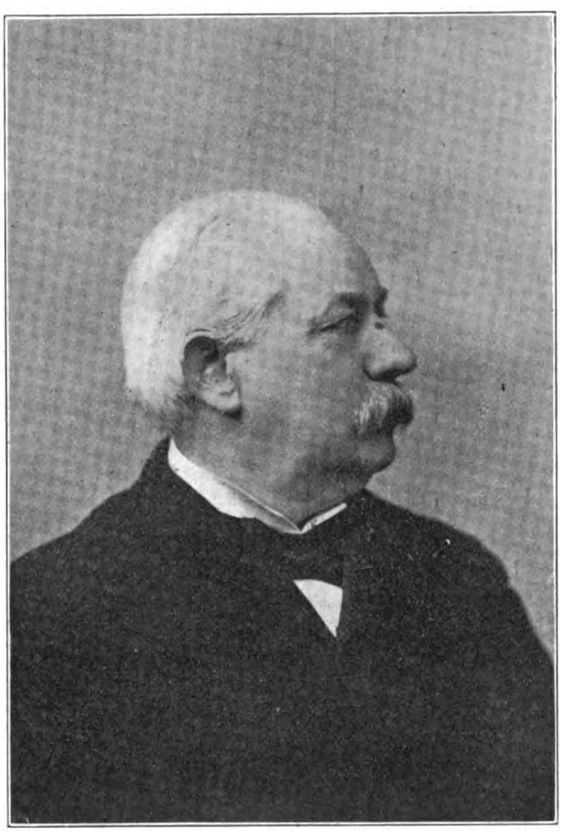
ADDRESS OF W. P. SMITH.

This subject, while probably given to the subscriber expecting him to confine his remarks to the traveling fraternity, can be broadened to include not only the traveling man, but apply alike to the manufacturer, jobber, retailer, and I might add, to every branch of business, from the manipulator upon the stock exchange to the bootblack. It is, however, concerning the relations existing between the manufacturer upon the

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one hand and jobber upon the other, that I desire to briefly confine this letter. The prime object of every business man is identical; that is life, liberty and the pursuit of happiness.

To accomplish this end the manufacturer has the one object in view of disposing of his product for the best figure obtainable, while the jobber has the twofold purpose of not only buying at the least possible figure from the manufacturer, but disposing of that product at the highest possible price. That the interests of both are identical no one will deny. That the means employed for forwarding these interests sometimes differ widely will be admitted by all. To arrive at a just and equitable basis whereby the chief ends of life may be subserved by both parties in interest is a problem which has puzzled the brains of the wisest business heads. With the manufacturer the price of his product is largely controlled by the amount and strength of his competition. So it is with the jobber; but his competitor being also a purchaser and not a producer, a more equitable starting



WEBSTER R WALKLEY.

point is gained, so his profits or losses are largely gauged by his business experience, the efficiency of his help, and the amount of his expense account.

In the case of the manufacturer it often happens that he starts out in his business life with flying colors, and should it appear to the outside world that he is making more than a mere living, he wakes up some morning to find a competitor in the same town with himself, making identically the same article as he; but in order to get established in business, he is naming a price probably ten per cent. lower. What is the result? He makes up his mind to hold his business at any cost to himself, and meets the cut. This "Scrapping for Trade" is kept up until the inevitable receiver steps in and either a reorganization or an indefinite shut-down follows.

The jobber, in the mean time, buys from either one who will sell him the cheapest, and rejoices in the fact that he has bought ten per cent. lower than his last price; but does not take into consideration the old stock which he then happens to have on his shelves, on which he is losing more than the ten per cent., for an article is worth just what it will bring on the day of sale—no more, no less. Prices keep receding, and every time he takes account of stock he finds his accumulated profits swallowed up in shrinkage of values. He also finds that while his stock has decreased in value, that in point of tonnage it has held its own, and that as it is costing him as much to sell a ton of merchandise at the low price as it did at the higher figure, his percentage of cost of doing business has greatly increased.

With this condition existing, along comes the "trust," which is heralded by the jobber as the saving grace while prices are advancing; but when they reach the top notch and start down hill it is cursed alike by saint and sinner. It is generally conceded that the "trust" has not proven a panacea for all the ills incident to commercial life, which it was at first thought to be, and with pending legislation—both State and National—supplemented with existing laws now in force in the great Lone Star State, whereby a wayfaring man (like subscriber), is sent to the State prison for ninety-nine years should he dare to offer any goods for sale which have happened to be made by a trust, it is quite possible that the commercial heads of this great country, both from the producing and distributing branches, will devise other means not quite so distasteful to the rural legislator, for maintaining prices.

Then again there is the "gentleman's agreement," which suits the jobber first rate as long as he has a good stock bought at the old price; but when that stock becomes depleted he patiently waits for the fellow on the outside, or goes to work with might and main to break the agreement.

Mr. Smith's address met with cordial approval from his hearers.

After the reading of the above paper and pending the discussion following, the president called upon W. R. Walkley, of The Peck, Stow & Wilcox Co. His name was received with applause, and the hearty welcome given him by the members of the Association indicated that he was a great favorite among them. His points were well taken; his arguments concise; his address in every way chaste and eloquent; his remarks were punctuated with gratified approval, and he spoke substantially as follows:

ADDRESS OF WEBSTER R. WALKLEY.

I came to this convention intending to keep silence. I am greatly moved by this hearty welcome, and I cannot help responding in a brief word to this warm and spontaneous greeting. Somehow I feel as one of you; as if I were of your number. I cannot forget your many expressions of regard on former occasions. Be assured that I appreciate and fully cherish the memories of the past; and to-day you place me again under new obligations by these warm expressions of your regard.

In regard to the question before you, I have most pronounced opinions. Tyrants may enforce their edicts for a time; despots may rule for a brief hour. Men must submit when there are overwhelming odds against them. Yet, spirits are not subdued. The soul is not conquered. Truth, though crushed to earth, will rise again. Monopolies may control; Trusts may defy for a time the popular will; they may obtain their demands, and may refuse credit to reputable firms who do not abide strictly by their rules; but no law can force, no rule of action can be made positive, unless in accord with popular will. If merchants demand a discount for cash and it is right, monopolies and Trusts will eventually yield to the popular demand. There have been Marathons and Waterloos. Oft through defeat comes surest victories. I see about me many evidences and tokens indicating the good will of manufacturers toward the members of your Association. Many of these are appropriate and beautiful; yet they are perishable. We give you no gilded badges; but the house with which I have been connected for more than a quarter of a century, gives you the imperishable, forever enduring, indestructible, perpetual souvenir—2 per cent. discount for cash. (Great applause.) I am pleased to meet so many young men standing at the dawn of a new century. What vistas open before them. They are strong, full of

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hope and courage; they are in the heat of the battle and the smell of victory is on their armor; no difficulty in perilous mountain ascents—young men keen-eyed, of sure foot leading the way, and calling out to those following: "All's well." The others ascend in confidence and avoid the chasms and dangers which lie in their path. In the great conflicts about us young men are our leaders. Let them prove their valor and courage, their worth by deeds. We know such deeds will be heroic. The geography of the world is changing; civilization is marching forward with rapid strides. We cannot read our destiny. America has been making great progress, building better than she knew or thought. She has been elevated to high positions among the nations of the earth. She has a loud voice in the Congress of nations. Her wishes will hereafter be regarded, and her will and her arms shall become powers in the advances of the right.

Again permit me to thank you from a full heart for this kind reception and this hearty greeting. May prosperity crown your every effort. May your fields reap harvests, and may your sickles garner all the ripest sheaves of golden grain. Again and again I thank you.

At its conclusion a number of impromptu remarks from various other invited guests followed, the President calling upon those present to add to the interest of the occasion by presenting their views.

President Bindley, of the National Hardware Association, being one of the invited guests, was called upon, and delivered a very interesting little speech, in which he congratulated the Association on the large attendance of delegates which they were able to bring together, and on the interest which all seemed to take in the proceedings. He was listened to attentively and applauded with vigor. He was followed by his natural ally, T. James Fernley, the secretary-treasurer of the National Hardware Association who kept the audience in good humor by his characteristic remarks which were full of the ways of pleasantness, and always to the point.

The subject of cash discounts being called up, the manufacturers present placed themselves on record by passing the following resolution:

MANUFACTURERS' RESOLUTION.

Resolved: That we, the manufacturers present at the Tenth Annual Convention of Southern Hardware Association, desire to place ourselves on record as in favor of a premium of 2 per cent. for payment within ten days of purchase.

As this was done so promptly by the assembled manufacturers, and was unanimously agreed to, the jobbers were then called upon to emphasize the action of the manufacturers by unanimously passing the following resolution:

JOBBERS' RESOLUTION.

Therefore, be it Resolved, That the jobbers present accept in good spirit this resolution as offered by the manufacturers, and in turn will assume and vote by a rising vote to affirm that they will not, under any consideration, ask for the cash discount if over ten days elapse between the time of invoicing and the sending of the check, it being understood that the check or letter bear date of mailing within ten days.

This happy conclusion of the session was voted by one and all to be an extremely interesting one.

During the session, J. A. Hurdle, representing Charles Morrill, requested permission to make a few remarks, which he did, going over the experience that he had had since the death of Charles Morrill in introducing his several specialties to the Hardware trade in the Southern States, dwelling very pleasantly on his travels for the purpose of doing so, and the enjoyable welcome he always received at the hands of the trade, which impressed him so that he desired to present President Barker with a souvenir that he had prepared for the trade jewel department of the Association. This consisted of a set of the "Charles Morrill specialties," handsomely prepared in gold and silver plate, encased in a beautiful morocco receptacle and presenting an extremely handsome appearance. The President received it on behalf of the Association with every demonstration of satisfaction.

THURSDAY AFTERNOON SESSION.

This was a session of executive character, and after the disposal of a number of communications and considerable miscellaneous business, was confined to the discussion of a number of interesting subjects.

W. E. Newill, of the King Hardware Co., Atlanta, Ga., read an interesting paper on "The Best Policy to Pursue Under Present Conditions." He was followed by P. Pidgeon, of the Manogue-Pidgeon Iron Co., Memphis, Tenn., who spoke on the subject of "The Effects of Trusts and Combinations on the Jobbing Business." The interesting discussion provoked by the thoughtful papers above noted, prolonged the session to an hour too late to cover all the work laid out for it, some of which was deferred until the following day.

THURSDAY EVENING'S EXCURSION.

On Thursday evening the Entertainment Committee were enabled, through the courtesy of the Norfolk & Western Railroad Co., to place at the disposal of the convention and their invited guests the steamer *Hampton Roads* for an evening excursion on Chesapeake Bay, which was attended by upwards of 80 of those present. The excursion lasted to nearly midnight. Many points of interest about the bay were passed, the objective point being the United States battleship *Kentucky*. It was a beautiful moonlight night, and the band on board discoursing popular music entirely, found the assembled hosts, guests and others fully prepared to do justice to the familiar tunes from the "Star Spangled Banner" to "Dixie," every one present joining in the harmony with a will. Fraternal feeling everywhere prevailed and the ladies participated equally with the gentlemen in making the excursion a success in every particular. Light refreshments were served, ices and claret punch, etc., and the committee having the matter in charge felt a great degree of pride in the success which attended their efforts. It being a beautiful moonlight night made it an occasion long to be remembered.

FRIDAY MORNING SESSION.

The Friday morning session was a general one, in which jobbers, manufacturers and their representatives participated. It was regarded as an opportunity in which these different workers could ventilate their views, and impress each other with the importance of the convention's deliberations. John Donnan, of W. S. Donnan & Co., Richmond, Va., read a paper of considerable importance upon the subject "Can the Manufacturer Sell a Jobber and Retail Merchant in the Same Territory and Conserve Both Interests?" Among those who participated in the discussion which followed the reading of the paper may be mentioned Messrs. Hurdle, Lupton, Hackney, Kretsinger, Garland, Plumb, Cooper and Miller. Mr. Hurdle, who represents Charles Morrill, the saw set manufacturer, took pleasure in stating to the convention that their great desire was to market their entire product through their friends, the jobbers, and would be pleased to give the convention this assurance.

In connection with this matter the following statement was made by Henry B. Lupton, representing the American Steel & Wire Co.:

I am glad to advise that our general sales agent authorizes me to officially state that the policy of the American Steel & Wire Co. in distributing their products through the hands of the jobbers will be more firmly maintained than ever before, reports to the contrary notwithstanding, and the jobbers' list will be more carefully scrutinized. The company feel that the present differentials to the retail trade are all that will be maintained by the jobbers.

W. A. Parker, of the Beck & Gregg Hardware Co., Atlanta, Ga., was next on the programme to open the discussion on the question of "The Importance of Local Associations," and in pursuance thereof, he read an extremely interesting paper

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having reference to this feature of the convention's business, which was listened to with interest by those present, and called forth considerable approval.

Following the reading of the paper, the subject was discussed by a number of those present, including B. F. Atkinson, of the Atkinson Hardware Co., Fort Smith, Ark.; Mr. Clark, of the Clark Hardware Co., Lynchburg, Va., and J. D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala. A very interesting discussion it proved, as those who participated were fully conversant with the desirability to which the subject made reference. This was to have been followed on the programme by a discussion on the subject "Should Manufacturers of Standard Brands of Goods Sell Their Products to Catalogue Houses and Department Stores," but on account of the absence of Thomas W. Fritts, of the Tom Fritts Hardware Co., Chattanooga, Tenn., who was to lead the discussion, the president was compelled to pass it, and the next subject, "Quantity Discounts," was brought before the convention. The discussion was opened by J. D. Moore, Birmingham, who made a very interesting argument in reference to this important feature of the Hardware business. He was followed by W. M. Crumley, of the Beck & Gregg Hardware Co., Atlanta, Ga., C. H. Ireland, of the Odell Hardware Co., Greensboro, N. C., W. E. Gibbins, Woodruff Hardware Co., Knoxville, Tenn., and W. E. Newill, King Hardware Co., Atlanta, Ga. Remarks were also made upon this subject by W. R. Walkley, of the Peck, Stow & Wilcox Co., New York, Mr. Lupton, and Secretary-Treasurer Fernley, of the National Hardware Association, showing the interest which the discussion of this question afforded.

The last topic laid out for the session was "Is the Manufacturer Justified in Soliciting the Retail Trade in a Locality Where He Is Unable to Place His Goods in the Hands of the Jobber?" This discussion was to have been opened by James Moroney, of the Moroney Hardware Co., Dallas, Tex., but he being absent, his argument was read by Secretary Carter. A general discussion followed on this important topic, which was participated in by a number of delegates more particularly interested.

President Barker, at its conclusion, introduced F. A. Converse, of Buffalo, who delivered a short address in the interest of the Pan-American Exposition, asking the support of the members of the Association in order that the advantages of this exposition should be discussed in the various States represented by them, in order that the States should make individual exhibits exploiting the products of each particular State, in the interest of so desirable a cause.

President Barker then, on behalf of the convention, expressed his most cordial thanks to all the manufacturers who had participated in the proceedings, and their many representatives, thanking them heartily for the efforts they had made in enabling all present to achieve the success that was evident on every hand. The session was extended to an unexpected degree, so that it was after one o'clock before the meeting adjourned.

FRIDAY AFTERNOON SESSION.

The concluding session on Friday afternoon was calculated to clean up all miscellaneous business, and the final reports of special committees, which was done; following which, came the election of officers, which resulted in the election of the following:

J. D. Moore, of the Moore & Handley Hardware Co., Birmingham, Ala., president; C. E. Speer, Speer Hardware Co., Fort Smith, Ark., first vice-president.

F. A. Heitmann, of F. W. Heitmann & Co., Houston, Tex., second vice-president.

The members of the Executive Committee for 1900-1901 were named as follows:

W. E .Gibbins, Woodruff Hardware Co., Knoxville, Tenn. G. W. Barnett, Teague, Barnett & Co., Montgomery, Ala. O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va. W. M. Crumley, Beck & Gregg Hardware Co., Atlanta, Ga. C. B. Carter, Secretary-Treasurer, Knoxville, Tenn.

REPORT OF COMMITTEE ON RESOLUTIONS.

Resolved: That the thanks of this Association is hereby tendered the President, O. B. Barker, and to the officers associated with him, for their faithful and efficient services in behalf of the interests of the Association during the past year; and we bespeak for the new officers elected the earnest support of every member during the ensuing twelve months.

Resolved: That we hereby express our deep indebtedness to the ladies who have honored the Convention with their presence and tender them our sincere thanks.

Resolved: That we hereby express our thanks to the representatives of the Norfolk and Western Roalroad Co. and the Southern Railroad Co. for the pleasure afforded this Association and their guests by the excursions given, and for other courtesies extended.

Resolved: That we hereby express our thanks to the Hardware press, as represented here; also to all manufacturers and their representatives for their attendance at this Convention, and for the very able papers with which we have been favored by a number of these gentlemen.

Resolved: That we most thoroughly appreciate the pleasant entertainments that have been given by the manufacturers and their representatives through the Reception Committee, of which Irby Bennett was the Chairman, and we hereby tender our hearty thanks for same.

Resolved: That we take great pleasure in expressing our sincere gratitude and thanks to our worthy Sergeant-at-Arms, Henry H. Beers, who has served this Convention so efficiently during this meeting.

Resolved: That we feel our indebtedness to Alan F. Campbell and F. L. Wood, the courteous Manager and Assistant Manaager of the Hotel Chamberlain, who has so efficiently served our wants and made our visit pleasant.

Resolved: That we feel our indebtedness to John Bindley, President, and T. James Fernley, Secretary of the National Hardware Association, who have favored us with their presence and suggestions, and we hereby tender our thanks for same. Respectfully,

FRANK S. GRAY.
T. H. JOHNSON.
W. P. CLARK.

At the conclusion of the election of officers, Irby Bennett, of the Winchester Repeating Arms Co., requested permission to address the delegates, and on behalf of the manufacturers who were present, presented the Southern Hardware Jobbers' Association with a superb silver-mounted gavel, on which were engraved the names of the presidents of the Association from 1891 to the present time. This gavel he hoped would open the proceedings of the eleventh annual convention in 1901. The presentation was accepted by President Moore with the thanks of the Association. The selection of the next meeting place was left for future consideration by the Executive Committee.

The convention adjourned at 4.30 p. m. The following list of names was recorded in the registry book in charge of sergeant-at-Arms Henry H. Beers.

W. S. Tragle, Reading, Pa.; Kearney & Foot Co.
Thos. H. Rose, New York; Livingston Nail Co.
T. W. Gathright, Birmingham; May & Thomas Hardware Co.
Frank Guildener, Baltimore; Sargent & Co.
S. B. Bispham, New York; Russell & Erwin Mfg. Co.
George H. Harper, Baltimore; Clendenin Brothers.
Fred S. Seeley, New York; Wiebusch & Hilger, Ltd.
George W. Lee, Cleveland; Eberhard Mfg. Co.
W. E. Gibbins, Knoxville; Woodruff Hardware Co.
R. D. Carver, Birmingham; Alabama Steel & Wire Co.
R. T. Mead, Petersburg, Va.; Charles Leonard.
Charles Leonard, Petersburg, Va.; Charles Leonard.
Chas. H. Wier, Baltimore; American Axe & Tool Co.
Geo. P. Wier, Baltimore; Wier Bros.
T. J. Jefferson, Petersburg.
Edw. Ingalls, Newark, N. J.; The Atha Tool Co.
E. G. Buckwell, Cleveland; Cleveland Twist Drill Co.
C. F. Carrier, Elmira, N. Y.; Cronk Hanger Co.
W. A. Parker, Atlanta; Beck & Gregg Hardware Co.
W. M. Crumley, Atlanta; Beck & Gregg Hardware Co.
John J. Mapp, Baltimore; National Enameling & Stamping Co.
Chas. R. Wilcox, Baltimore, Md.; American Iron & Steel Mfg. Co.
Paul R. Howard, Norfolk, Va.; The Paul H. Howard Hardware Co.
W. S. Dorman, Baltimore; Baltimore Tack Co.

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J. T. Quarles, New York; Lawson & Goodnow Mfg. Co.
J. P. Tabb, Baltimore; Tabb Bros. & Co.
Thos. Parker, Jr., Nashville; Sargent & Co.
Geo. T. Wiepert, New York; Sargent & Co.
G. L. Sargent, New Haven, Conn.; Sargent & Co.
Randolph Watkins, Richmond, Va.; Watkins-Cottrell Co.
J. D. Moore, Birmingham; Moore-Handley Hardware Co.
W. B. Jackson, Athens, Ga.; Athens Hardware Co.
Ed C. Jackson, Athens, Ga.; Athens Hardware Co.
W. G. Thomas, Memphis; Thomas, Barnes & Miller.
John Hoen, Baltimore; Henry Keidel & Co.
E. D. Fisk, Providence; Nicholson File Co.
A. W. Stanley, New York; Stanley Rule & Level Co.
Robt. N. Peck, New Britain, Conn., Stanley Rule & Level Co.
E. F. Cooper, Philadelphia; Henry Disston & Sons.
N. W. Hurch, Newark, N. J.; Imperial Cutlery Co.
Chas. E. Dodd, Williamsport, Pa.; New Jersey Wire Cloth Co.
O. J. Geraghty, Philadelphia; N. & G. Taylor Co.
Charles F. Smith, New Britain, Conn.; Landers, Frary & Clark.
Geo. B. Nicols, Baltimore, Md.; Landers, Frary & Clark.
J. W. Ryan, New Britain; P. & F. Corbin.
Geo. F. Taylor, New York; Corbin Cabinet Lock Co.
Geo. L. Haven, Birmingham, Ala.; P. & F. Corbin.
Fred M. Huggins, New Orleans; Landers, Frary & Clark.
John S. Sanders, New York; Union Metallic Cartridge Co.
S. McDowell, Natchez; Baker & McDowell Hardware Co.
T. H. Johnsten, Chattanooga; Magill Hardware Co.
John E. Gaitley, Albany, N. Y.; Troy Nickel Works.
C. W. Shackelford, Chattanooga; Ross, Meehan Foundry Co.
F. P. May, Washington, D. C.; F. P. May Co.
H. B. Plumb, New York; Eagle Lock Co.
J. D. Foot, New Rochelle; Kearney & Foot Co.
R. C. Brinkley, Jr., Memphis, Tenn.; Kearney & Foot Co.
F. Rippelmeger, Baltimore, Md.; N. R. Allens Sons.
J. S. Carson, Charlotte, N. C.; Charlotte Hardware Co.
A. Barnett, New York; Old Dominion Steamship Co.
Howard M. Davis, New York; American Tin Plate Co.
Harry D. Harvey, Baltimore, Md.; The National Supply Co.
Harry D. Harvey, Baltimore, Md.; The Curtis Bay Brass & Metal Co.
C. W. Plumb, Terryville, Conn.; Eagle Lock Co.
W. D. Moungar, Natchez, Miss.; Baker & McDowell Hardware Co.
Geo. E. Holton, Catasauqua, Pa.; Bryden Horseshoe Co.
W. H. Booth, New Britain, Conn.; Corbin Cabinet Lock Co.
Howard Fairbrother, Hartford, Conn.; Jewell Belting Co.
L. H. Pease, New Britain, Conn.; Stanley Works.
Edward L. Coulson, Baltimore; Clifton Tack Works.
Fred Fox, Pine Bluff, Ark.; Fox Brothers.
J. C. Sproull, Anniston, Ala.; Anniston Hardware Co.
Wm. L. Hursch, Pittsburgh; Shoenberger Works.
Wm. L. Hursch, Pittsburgh; American Steel & Wire Co.
G. B. Hobson, Richmond, Va.; Tredegar Co.
E. L. Stebbins, New Britain, Conn.; Humason & Beckley Co.
Fred S. Merrick, New Brighton, La.; Standard Horse Nail Co.
C. W. Kingsbury, Pittsburgh, Pa.; Norfolk & Western Railway.
Joseph Orgill, Memphis, Tenn.; Orgill Bros. & Co.
T. L. Collings, Memphis, Tenn.; Norfolk & Western Railway.
G. P. Peterson, Danville, Va.; Piedmont Hardware Co.
E. E. Perry, Fitchburg; Iver Johnson Arms & Cycle Works.
S. S. Gould, St. Louis; St. Louis Shovel Co.
R. K. Carter, New York.
J. Lovell Johnson, Fitchburg; Iver Johnson Arms & Cycle Works.
H. F. Reese, Baltimore; The Fairbanks Co.
J. J. Alward, Bridgeport; The Atlas Shear Co.
Mr. Edward Meyer, New York.
Mr. Lon Parker, Meriden.
Robt. Garland, Pittsburgh; Standard Chain Co.
N. A. Gladding, Indianapolis; E. C. Atkins Saw Co.
Banks Rucker, New York; Warner & Rucker.
James Kelly, Alexandria, Ind.; Kelly Axe Mfg. Co.
Ed H. Garcin, Trenton; Trenton Rubber Mfg. Co.
E. C. Brooks, Trenton; Hamilton Rubber Mfg. Co.
W. J. Bergen, Trenton, Home Rubber Co.
W. P. Smith, Knoxville; Mead & Smith.
Ed S. Hughes, Abilene, Tex.; Ed S. Hughes Co.
Walter Ayers, Fort Smith, Ark.; Ayers & Co.
L. F. Thurber, Nashua, N. H.; White Mountain Freezer Co.
J. Eikel, Waco, Tex.; Eikel-Breustedt Co.
Edward Skillman, Trenton, N. J.; Skillman Hardware Co.
H. P. Stratton, Petersburg, Va.; Stratton & Bragg.
Clayton Tullis, Montgomery, Ala.; Tullis Hardware Co.
Geo. L. Knight, Nashville; Tubular Rivet & Steel Co.
W. C. Bray, Boston; Tubular Rivet & Steel Co.
C. H. Smith, St. Louis; St. Louis Shoe Co.
F. J. Oliver, New York; Oliver Bros.
Harvey L. Anderson, Atlanta; Atlanta Hardware Co.
D. A. Schnebel, New York; John Chatillon & Son.
J. H. Watters, Norfolk, Va.; Watters & Martin.
Garrett Watters, Norfolk, Va.; Watters & Martin.
W. W. Crandall, Nashville; W. W. Crandall & Co.
G. H. Lyon, Little Rock; W. W. Dickenson Hardware Co.
Frank Overbacker, Louisville; O. K. Stove & Range Co.
Oscar Rich[illegible] Ironton, O.; Kelly Nail & Iron Co.
A. H. D[illegible] Augusta, Ga.; Deveney, Hood & Co.
E. W[illegible] Augusta, Ga.
F. M[illegible]nchburg, Va.

C. B. Carter, Knoxville, Tenn.; Sec.-Treas. Southern Hardware Jobbers' Association.
Arth. B. Clarke, Richmond, Va.; Old Dominion I. & N. W. Co.
T. A. Alexander, New York; The Yale & Towne Mfg. Co.
Dan K. Stucki, Buffalo; White Mountain Freezer Co.
W. P. Hudson, New York; Russell & Erwin Mfg. Co.
F. G. Draper, New York; P. & F. Corbin.
A. R. Sullivan, Rome, Ga.; Tower & Sullivan Mfg. Co.
Wm. C. Biddle, New York; Biddle Purchasing Co.
S. G. Gilfillan, Ironton, O.; Belfont Iron Works Co.
K. W. Grafton, Detroit, Mich.; Michigan Stove Co.
Arthur S. Jones, Memphis, Tenn.; Indiana Mfg. Co.
Anton Ohuerunes, Quincy, Ill.; Excelsior Stove & Mfg. Co.
F. S. Kretsinger, Fort Madison, La.; The Iowa Forming Tool Co.
E. D. Lowell, Jackson, Mich.; Withington & Cooley Mfg. Co.
Guy Mitchell, Atlanta, Ga.; Buffalo Scale Co.
Thos G. Dade, Nashville, Tenn.; The Whitman & Barnes Mfg. Co.
Geo. W. Corbin, New Britain, Conn.; Corbin Cabinet Lock Co.
Chas. H. Parsons, New Britain, Conn.; P. & F. Corbin.
H. Blacklock, South Pittsburgh; Blacklock Foundry.
H. W. Caldwell, Cleveland, O.; The Cleveland Stone Co.
Charles Ingram, Baltimore; National Enameling & Stamping Co.
E. N. Abbott, Binghamton, N. Y.; L. Bolles Hoe & Tool Co.
J. R. Linn, New York; Max Klaas.
J. H. Grubb, Pittsburgh, Pa.; Hussey, Binns & Co.
Jos. M. Hottel, Philadelphia; G. & H. Barnett Co.
A. H. Potter, Norfolk; E. C. Atkins & Co.
Chas. W. Asbury, Philadelphia; The Enterprise Mfg. Co.
D. W. Walke, Baltimore.
J. T. Whitmore, Binghamton, N. Y.; L. Bolles Hoe & Tool Co.
J. A. DeArmond, Cincinnati; The J. A. DeArmond Mfg. Co.
C. F. Braffelt, Chicago; Simonds Mfg. Co.
J. B. Curtis, Fitchburg; Simonds Mfg. Co.
R. K. Carter, New York; R. K. Carter & Co.
W. P. Clark, Lynchburg, Va.
R. C. Quinn, Lynchburg, Va.
Geo. L. Thompson, Raleigh.
Geo. L. Corbin, New Britain, Conn.; Corbin Cabinet Lock Co.
H. W. Cortes, Houston, Tex.; Bering-Cortes Hardware Co.
D. P. Hale, Atlanta, Ga.; Standard Wheel Co.
W. N. Cosgrave, Columbus, Ga.; Southern Plow Co.
H. S. Willett, Houston, Tex.; Allerton-Clark Co.
E. A. Neil, Washington, D. C.; Southern Railway Co.
Frank S. Gray, Jacksonville, Fla.; S. B. Hubbard Co.
Jas. H. Fleming, Athens, Ga.
William H. Taylor, Norfolk, Va.; Southern Railway Co.
W. E. Newill, Atlanta, Ga.; King Hardware Co.
W. W. Russell, New York; Page Belting Co.
E. E. Baine, Louisville, Ky.; B. F. Avery Plow Co.
F. H. Formann, Chicago, Ill.; American Steel & Wire Co.
M. R. Williams, Norfolk, Va.; Norfolk & Western Railway Co.
W. E. Williamson, Norfolk, Va.; Paul R. Howard Hardware Co.
J. M. Feaster, Philadelphia.
Samuel Disston, Philadelphia; Henry Disston & Sons.
P. Pidgeon, Memphis, Tenn.
Geo. Dana, Cincinnati, Ohio; Dana & Co.
J. Mc. Alexander, South Bend; Studebaker Manufacturing Co.
S. B. Younger, Lynchburg, Va.
F. W. Hubbard, Columbus, Ohio; Kilbourne & Jacobs Mfg. Co.
Dofoe Thomas, Winston, N. C.
W. E. Ijams, Knoxville, Tenn.; Norfolk & Western Railway Co.
Perry G. Wall, Tampa, Fla.; Knight & Wall Co.
J. S. Craft, Tampa, Fla., Knight & Wall Co.
T. T. Johnson, Little Rock, Ark.; Fones Bros. Hardware Co.
John Donnan, Richmond, Va.; W. S. Donnan & Co.
Chas. H. Ireland, Geensboro, N. C.; Odell Hardware Co.
G. W. Barnett, Montgomery; George Barnett & Co.
J. H. Drake, Richmond, Va.; Southern Railway Co.
F. B. Price, Philadelphia; Southern Railway Co.
Henry B. Lupton, New York; American Steel & Wire Co.
O. B. Barker, Lynchburg, Va.; Barker-Jennings Hardware Co.
Lee J. Ernstberger, Louisville; F. Hanover.
V. A. Moore, Atlanta; American Iron & Steel Mfg. Co.
W. C. McMahon, Pittsburgh; Oliver Iron & Steel Co.
H. H. Beers, Richmond; Schmactenberg Bros.
Irby Bennett, Memphis; Winchester Repeating Arms Co., New Haven.
H. Rashcoe, St. Louis, Mo.; Nixdorf-Kreen Mfg. Co.
Felix B. Lippman, New York; A. Kastor & Bros.
Alfred Whitehead, Trenton, N. J.; Whitehead Bros. Rubber Co.
E. D. Shelton, New York; Shelton Company.
W. R. Walkley, New York; The Peck, Stow & Wilcox Mfg. Co.
J. O. McDonald, Philadelphia; Reading Hardware Co.
J. A Holmes, Turner's Falls, Mass.; John Russell Cutlery Co.
Newton Kelsay, Evansville, Ind.
A. M. Whaley, Trenton, N. J.; John A. Roebling Sons Co.
Fayette R. Plumb, Philadelphia; Fayette R. Plumb, Inc.
W. A. Chenoweth, Birmingham, Ala.; Republic Iron & Steel Co.
John Bindley, Pittsburgh; Bindley Hardware Co.
T. James Fernley, Philadelphia; National Hardware Association.
G. M. Robeson, Farmville, Va.; Plow Handles.
P. B. Noyes, Kenwood, N. Y. Oneida Community.
L. R. Leonard, Kenwood, N. Y.; Oneida Community.
F. A. Converse, Buffalo; Pan-American Exposition.
A. T. Miller, Richmond; Richmond Cedar Works.

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The Hardware trade journals were represented by the following:

R. R. Williams, *Iron Age*, New York.
Henry Hopkins, *Hardware*, New York.
Daniel Stern, *American Artisan*, Chicago, Ill.
W. H. Wilson, *Tradesman*, Chattanooga, Tenn.

SOUVENIRS.

Some of the representatives of the manufacturers were kept busy during the recess between sessions of the convention in distributing the various souvenirs prepared for the occasion, among which were noted:

TROY NICKEL WORKS, Albany, N. Y., large size ornamental tray for knick-knacks. This was attractively nickel-plated and accompanied by a nickel-plated hammer as a special souvenir.

EAGLE LOCK CO., Terryville, Conn., pair gold link sleeve buttons fashioned in the shape of one of their popular padlocks, together with key.

ARCADE FILE WORKS, New York, a well-made morocco pocket-book with memorandum book attached, having a very modest card printed on flap.

BLACKLOCK FOUNDRY, South Pittsburgh, Tenn., morocco card case and memorandum book.

E. C. ATKINS & CO., Indianapolis, Ind., a rabbit's foot handsomely mounted, to be attached to the coat. This was accompanied by a rubber dating stamp, attractively made, with their advertisement.

ONEIDA COMMUNITY, Kenwood, N. Y., a handsome miniature trap, gold-plated, to be worn as a watch-charm.

ATLAS SHEAR CO., Bridgeport, Conn., pair of pocket scissors.

CHARTER OAK STOVE & RANGE CO., St. Louis, Mo., ash receiver.

PAGE BELTING CO., Concord, N. H., leather purse.

BRYDEN HORSE SHOE CO., Catasaqua, Pa., miniature aluminum horse shoe, together with memorandum book.

FAIRBANKS SCALE CO., New York and Chicago, small clock suitable for desk.

OLD DOMINION IRON & NAIL WORKS CO., Richmond, Va., miniature horse shoes made from iron from the *Merrimac*.

A wide distribution of these souvenirs attesting the desire on the manufacturer's part to be remembered, was more of a feature of this convention than any preceding one.

MEMBERSHIP OF THE SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

Alabama. Anniston Hardware Co., Anniston; May & Thomas Hardware Co., Birmingham; Milner & Kettig Co., Birmingham; Moore & Handley Hardware Co., Birmingham; Cunningham Hardware Co., Mobile; D. M. Snow & Co., Montgomery; Teague, Barnett & Co., Montgomery; Teague & Sons, Montgomery; Tullis Hardware Co., Montgomery; Allen & Jemison Co., Tuscaloosa.

Arkansas. Atkinson Hardware Co., Fort Smith; Ayers & Co., Fort Smith; Speer Hardware Co., Fort Smith; W. W. Dickinson Hardware Co., Little Rock; Fones Bros. Hardware Co., Little Rock; Fox Bros., Pine Bluff.

District of Columbia. Frank P. May & Co., Washington.

Florida. The S. B. Hubbard Co., Jacksonville; Knight & Wall Co., Tampa.

Georgia. Athens Hardware Co., Athens; T. Fleming & Sons, Athens; Anderson Hardware Co., Atlanta; E. C. Atkins & Co., Atlanta; Beck & Gregg Hardware Co., Atlanta; Clarke Hardware Co., Atlanta; Dinkins & Davidson, Atlanta; King Hardware Co., Atlanta; F. I. Stone & Co., Atlanta; Deveney Hardware Co., Augusta; Dunlap Hardware Co., Macon; Rome Hardware Co., Rome; Edward Lovell's Sons, Savannah; Palmer Hardware Co., Savannah; J. D. Weed & Co., Savannah.

Indian Territory. Turner Hardware Co., Muskogee.

Louisiana. Stauffer, Eshleman & Co., New Orleans; W. A. Pleasants Hardware Co., Shreveport.

Mississippi. Baker & McDowell Hardware Co., Natchez; Louis Hoffman Hardware Co., Vicksburg.

North Carolina. Charlotte Hardware Co., Charlotte; Odell Hardware Co., Greensboro.

South Carolina. Marshall, Wescoat & Co., Charleston.

Tennessee. Mitchell-Powers Hardware Co., Bristol; Tom Fritts Hardware Co., Chattanooga; Magill Hardware Co., Chattanooga; S. B. Luttrell & Co., Knoxville; Woodruff Hardware Co., Knoxville; E. C. Atkins & Co., Memphis; Manogue-Pidgeon Iron Co., Memphis; Orgill Bros. & Co., Memphis; Thomas, Barnes & Miller, Memphis; J. H. Fall & Co., Nashville; H. G. Lipscomb & Co., Nashville.

Texas. Ed S. Hughes & Co., Abilene; Moroney Hardware Co., Dallas; F. W. Heitmann & Co., Houston; Bering-Cortes Hardware Co., Houston; H. S. Betts Hardware Co., Paris; Elmendorf & Co., San Antonio; Roberts, Sanford & Taylor Co., Sherman; Eikel-Breustedt Co., Waco; McLendon, Duncan & Co., Waco; R. E. Bell Hardware Co., Weatherford.

Virginia. Traylor, Peterson & Motley, Danville; Barker-Jennings Hardware Co., Lynchburg; Clark Hardware Co., Lynchburg; Paul R. Howard, Norfolk; Watters & Martin, Norfolk; Charles Leonard, Petersburg; W. S. Donnan & Co., Richmond; Watkins-Cottrell Co., Richmond.

"Comstock's Philosophy."

Did it ever occur to you that the rapid rate at which the world is making progress is creating trouble for those who are to follow us? "The luxuries of one generation form the necessities of the next," says the maxim, and so the additions we are constantly making to the conveniences and elegancies of life are complicating for our children the scheme of existence and adding to their responsibilities. It is as impossible for them to go back to a simpler stage of life as for us to live in the days of our grandsire. We listen in amused commiseration to his tales of twenty-five cent postage, wild-cat money and stage-coach travel. Our children wonder what life could have been like without telephones and trolley cars. The next generation will try to conceive how we lived and moved without motor vehicles and the young sprig of a dozen generations hence will not be able to understand how we could have been content to bump along over the earth's surface and leave the countless paths of the air untraversed. No one of these speculators would any sooner think of reverting to the slower methods of travel than he would of beginning his housekeeping upon the modest scale his parents did.

The pace is quickening in other respects as rapidly as it is in locomotion. Already the amount of knowledge in even the most ordinary sciences makes it necessary for a man who would follow any pursuit to devote himself to one feature of it and become a specialist therein, when he straightway adds to the fund of information and contributes to the difficulties of his successor. If it were not that the new truth so often displaces an error and simplifies an old problem instead of creating a new one, the situation would in time become unsupportable. As it is, there is no wonder that our pedagogues are puzzled to know what to teach, and that in promises advancement; but it is interesting to note, and may be profitable to remember, that the dead nations that rose to highest power displayed their greatest magnificence and wealth just before their downfall, and that if there is any real danger to our national welfare, it lies within our own borders and is born of the home life of our people.—*"The Man in the Corner."*

There are now in the city many business wagons with signs painted on the roof, this being due to the height of modern dwellings, which now-a-days are carried up to five stories or more, from which tenants look down, habitually, upon the top of things, instead of at their sides, as, from less elevations above the ground, they formerly did. So it is a common thing now to see signs on the top of wagons, but there are some signs that seem still more or less novel there, as, for instance, that painted on the roof of the wagon of the traveling mender of umbrellas, who goes about with a workshop on wheels, containing every appliance required for his work. He goes slowly through the block, sounding a gong as he goes. There are other people with gongs and bells, but, if living high in the air, you look down to see who this is, you see painted on the roof of the wagon a saw, a knife, a pair of shears and an open umbrella, and the word "Repaired."—*New York Sun.*

Graball (looking for free information)—Suppose I should fall through a defective sidewalk and sprain my ankle, what would you advise me to do?

Lawyer—Come to me and plank down $10[illegible]ginner, and then ask me that question.—*Ex.*

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Millions Paid by New York for Signs.

As a knight without a horse is but half a knight, as the old saying has it, the business man of to-day figures he is only half a business man until he "hangs out his sign." It is due to this that signmakers are growing wealthy, and that the city of Greater New York can boast of more than $3,000,000 worth of signs, exclusive of the lettering on office doors. In what is strictly known as the business district, bounded by the two rivers, the Battery and Twenty-third Street, more than $2,500,000 is invested in signs—gilt, bronze, silver-plated wooden, tin and other sorts. Each month represents the addition of thousands of dollars' worth, and as signs are daily becoming more elaborate and correspondingly more expensive, the prospects are that within a few years the signs and billboards of the city will in the aggregate represent a vast outlay of money.

The average person walking through the business districts hardly gives a passing thought to the signs that confront him on all sides, yet in the course of ten minutes' walk it is probable that he passes several thousand dollars' worth of signs. Some interesting estimates on the cost of signs were secured by a *Commercial* reporter from one of the pioneer signmakers of the city yesterday.

He figured that there were over 3000 physicians in Greater New York, each of whom had at least one sign, the average cost of which could be placed at $3, making $9000 worth of signs for physicians alone. Next came the druggists, nearly 2000 in number, whose stores are marked by larger and more elaborate signs roughly estimated as averaging $25 each, or about $50,000. Then came the grocers, butchers and stationery stores to the number of several thousands, all boasting of several feet of signboard, which, according to the authority represented probably over $100,000.

Thus accounting for the "little fellows," the breweries were taken up, and, basing the calculations upon a recent report made by a committee of the Brewers' Association, it was estimated that the breweries furnish over $500,000 worth of signs to saloons each year. Of course, these signs are not irretrievably lost every twelve months, but on the average, accounting for new saloons and those that go out of business each year, the estimate is considered modest. One large signmaking firm, which does most of the brewery sign work, is known to spend more than $60,000 per year for gold leaf alone, while the cost of labor and paint must easily triple that amount. The breweries, as is well known, go into the sign business heavier than any other line, and, in fact, the breweries are responsible for the great advancement that has been made in recent years in sign advertising. One brewery in Harlem is reputed to spend over $100,000 per year in glass and gold signs.

Next to the breweries, the dry goods merchants are regarded the most liberal buyers of signs. One firm, The H. B. Claflin Co., is reported to have as part of its assets nearly $2000 worth of signs, inside and out, while several of the large jobbing houses can boast of almost the same outlay. One large office building on lower Broadway has over $1000 worth of bronze, glass, silver-plated and enameled signs in the rotunda, and this building is a fair sample of 50 others in the same district.

According to E. N. Little's Sons, who are probably the best authorities on the subject, the Wall Street brokers, while they do not go in for large signs, are the best patrons of the signmaker when figured on the square inch basis. Every broker is ambitious to have a bronze or silver sign or at least a brass sign. There are thousands of these signs in the Wall Street district and when it is stated that the ordinary bronze sign, 2x4 feet, costs on an average $25, some idea of what these signs represent in money may be gained.

Another, and probably one of the best illustrations of the extent of the vast fortunes represented in signs on Manhattan alone, may be gained from the fact that the New York Telephone Co.'s signs, familiar to everybody as part of the outside equipment of nearly every drug store, are estimated to represent a cost of over $12,000, while several of the most ambitious patent medicine firms and cigar manufacturers annually expend large fortunes in figure signs and ordinary display signs.

O. J. Gude, a pioneer advertising sign maker, is the authority for the statement that on Broadway alone, from the Battery to Twenty-third Street, over $1,000,000 is represented in signs. Aside from this, touching the strictly advertising sign, or billboard, Mr. Gude figured that the 5,000,000 square feet of wall signs in this city, together with the street car and elevated road and station cardboard signs, cost the advertisers over $750,000 per year.

"People go in for expensive signs to-day," said Mr. Gude, "for the number on the front door does not answer the same purpose it did half a century ago. The business man must have just as elaborate a sign as the man next door has, and so it goes down the block and around the corner. An estimate of the value of signs in New York would certainly go far into the millions."—*New York Sun.*

Origin of Bill-Boards.

There is good authority for the statement that bill-boards first came into use as advertising mediums in London, about 1740. A street crier named Loomis, so the record states, obtained permission from the authorities to erect on vacant lots a number of boards, upon which he placed official advertisements of the city. The boards were constantly surrounded by the populace, who read the announcements instead of hearing them shouted out by the crier. A Jew clothier, with the characteristic shrewdness of his race, saw an excellent opportunity to get before the people an advertisement of his goods and of his business. He applied to Loomis for permission to have his business anouncements placed by the side of those of the authorities. The proposal was referred to the London City Council, and after long debate it was decided that the Jew could have the privilege by paying so much a year to the city. He agreed, and thus the first poster was stuck up. Of course the Jew's example was followed by other merchants, and Loomis, who received a commission for posting, soon had bill-boards all over the city. His business grew to enormous proportions, and he retired a rich man. From that small beginning the custom has spread, until bill-boards are now the most prominent features of civilization.—*Trade Press.*

American locomotives and cars in Egypt call forth from Lord Cromer, the British Minister and Consul-General in Egypt, the following explanation: He says that while the railway authorities prefer adhering to British locomotives, as the men are acquainted with their peculiarities, when time and cost are considered the British manufacturer cannot compete with the American. The latter offers engines, built on standard American plans, at lower prices and in less time than they can be secured from British or European builders. The British manufacturers, on the other hand, not being in the habit of building engines to standard plans of their own, content themselves with tendering on the designs of the Egyptian railway authorities, with the result that these specially made engines cost much more money and take much more time to build.

Citizen—See here, aren't you ashamed to bring us such a contemptible little piece of ice?

Iceman—Naw; you ought to be ashamed to have such a great big barn of an ice chest.—*Ex.*

"Marry you!" cired the widow, "and dear John only dead a month?"

"Oh, well," replied the eager suitor, "he won't be any deader in ten years."—*Ex.*

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NEW GOODS AND SPECIALTIES.

Baldwin Searchlight.

A. H. Funke, 101-103 Duane Street, New York, is engaged in manufacturing the Baldwin Acetylene Gas Searchlight, illustrations of which we give in this article. It is a

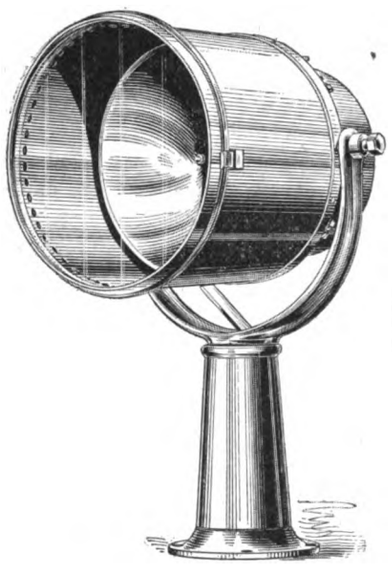


FIG. 1.—ACETYLENE GAS SEARCHLIGHT, FRONT VIEW.

new specialty that has been greatly needed for a variety of purposes, and will meet with considerable approval and extended sale, owing to its simplicity and reasonable cost. It would seem impossible that a yacht would consider its equipment perfect without the necessary protection which a strong light of this character undoubtedly affords in entering a harbor or making a landing on a dark night. It is a self-contained lamp, requiring no extra tank or generator, consequently increasing its popularity by avoiding any odors of the gas in the cabin. It has a reflector eight inches in diameter, and its total height from deck is 16 inches. It can be used in the bow of small launches, and in that case is operated by a handle on the back. For cabin launches an

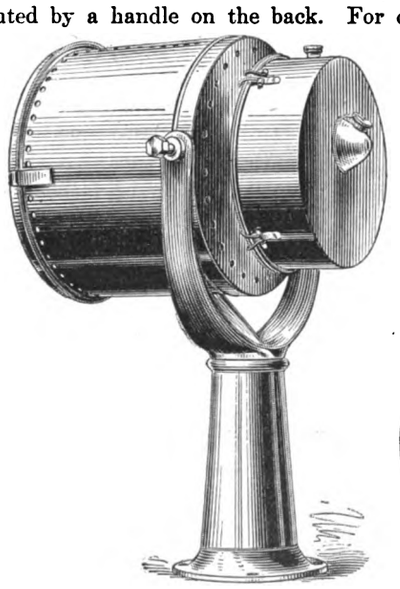
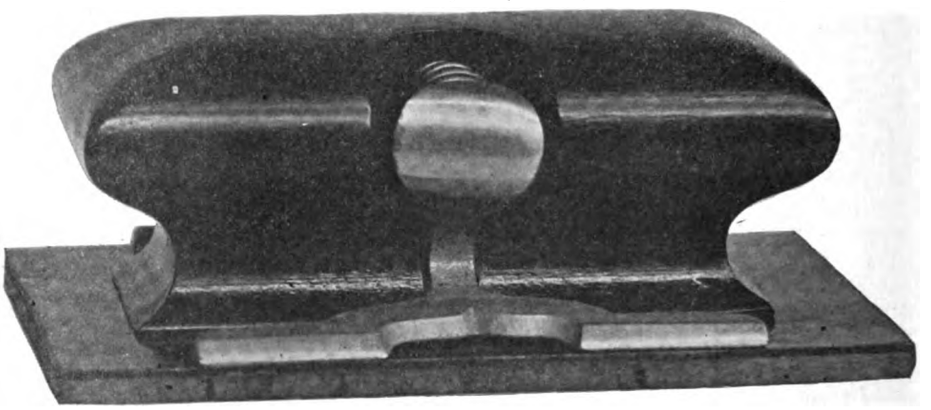


FIG. 2.—REAR VIEW OF SEARCHLIGHT.

extra attachment is made so that the lamp may be perfectly controlled by one hand, only one handle being necessary to direct the lamp at will of the operator. It is claimed to be capable of illuminating objects 600 feet distant, while the cost to operate the same is estimated not to exceed about a half cent per hour.

Le Prevost's Patent Sand-Paper Block.

T. L. Le Prevost, 1038 Center Street, Racine, Wis., is placing upon the market through the Hardware trade the Le Prevost Patent Sand-Paper Block, which is something entirely new, intended for an excellent purpose, which will be recognized at once by carpenters, cabinet makers, pattern mak-

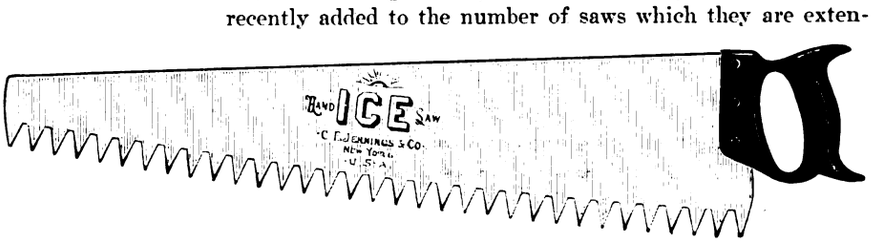


T. L. LE PREVOST'S SAND PAPER BLOCK.

ers, and all those accustomed to the use of sand-paper. It is an extremely useful contrivance for the purpose intended, and one which has been long desired. It avoids in its use the annoyance and inconvenience caused by the grip necessary to keep sand-paper from slipping off, or in fact from the inability to work as close to a projection as is desirable while holding the paper. It will be noticed in this invention, which we illustrate herewith, that these difficulties are overcome by the use of a cushioned base-plate, upon which is mounted a hand grasping device, attached to which are pivoted clamping-jaws, made to conform to the shape of the hand grasp, and held apart by means of spiral springs, which are inserted in the hollow of this part of the block. In applying paper to the base-plate, the paper is inserted under either jaw, then turned over to the opposite side and clamped. The base-plate is cushioned with cork, and constructed so as to last a long time. Any material, such as leather or rubber, can be securely fastened to the base-plate by means of shellac applied to the surfaces, and then clamped with a gentle pressure. The size of the base-plate is 5x3 1-2 inches, which is the most suitable size for the regular stock sand-paper, which is 9x11 inches in size, enabling it to be cut into four equal parts. This is a novel device, and should meet with a ready sale, as no one having had occasion to use it would be without it after a single trial.

Jennings' Hand Ice Saw.

C. E. Jennings & Co., 101 Reade Street, New York, have recently added to the number of saws which they are exten-



JENNINGS' HAND ICE SAW.

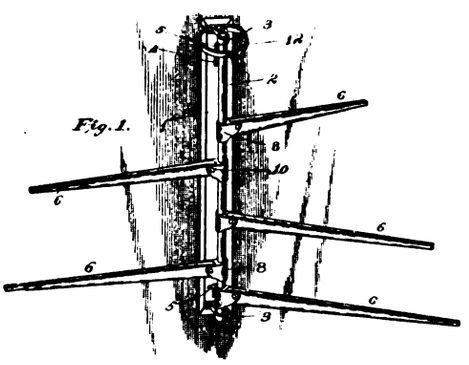
sively placing on the market through the Hardware trade the ice saw which we illustrate. It is furnished with japanned iron handle in order to overcome the rough handling which so useful an article is subjected to, and it is provided with the teeth set and sharpened. It is designed for wagon use, also for hotels using large quantities of ice,

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packing houses, hospitals and steamers. It is made in 24, 26, 28 and 30 inches, each of the several uses referred to above requiring a different length. The saw is recommended by the manufacturers as being a desirable one from an economical point of view, as its use prevents the waste of ice which is usual when operated upon by appliances not especially intended for the purpose.

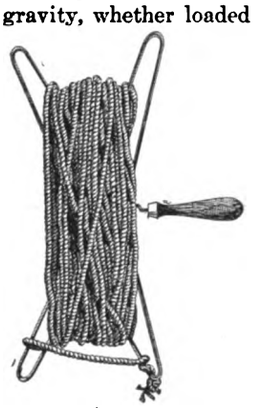
The Daisy Clothes Bar.

Among the numerous housekeeping specialties handled by the Hardware and housefurnishing goods trade, there are



THE DAISY CLOTHES BAR, FIG. 1.

few to recommend by the simplicity of their construction the general utility afforded in the Daisy Clothes Bar, which the Barlow Hardware Co., Corry, Pa., are placing before the trade. It is made of selected hard wood, each backboard being varnished, and all castings are of malleable iron. Each bar contains five fingers, which in their extension provide 20 feet of clothes line. The fingers are so arranged as to slide up and down automatically on a steel rod, which locks itself in any position by gravity, whether loaded or not. It works

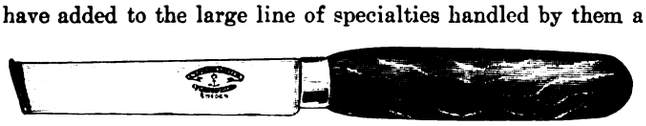


DAISY CLOTHES LINE REEL, FIG. 2

readily without friction, and one or more of the fingers may be used as required. It requires very little time to fasten it to the wall, and is guaranteed by the manufacturers to hold up as much as 500 pounds. The bar is four feet in length, and weighs but seven pounds, and when not in use requires but three inches of room in which to retire it. The manufacturers prefer to have live agents or dealers to handle these goods, and would entertain a proposition, giving special privileges or territory, to facilitate which they solicit orders of a single bar for examination and approval.

Lipped Shoe Knife.

The Smith & Hemenway Co., 296 Broadway, New York, have added to the large line of specialties handled by them a



LIPPED SHOE KNIFE.

new line of shoe knives, which includes in its assortment about 200 styles and sizes. They are engaged in manufacturing them in two grades, which are classified as first quality and a medium grade for more general distribution. We illustrate herewith one of the styles to which they desire to call special attention. It is called the lipped knife, and possesses characteristics that are new in connection with this regular line of stock. As this is the season of the year when goods of this character meet with a large and extended sale, the company hope that sample orders of these new goods will be forwarded, in order to test the durability and usefulness of the novelties in this line that are manufactured at the present time.

Ajax Extension Planks and Staging.

Hibbard, Spencer, Bartlett & Co., Chicago, Ill., are the sole distributing agents for the United States of the Ajax Extension Planks and Staging, illustrations of which are

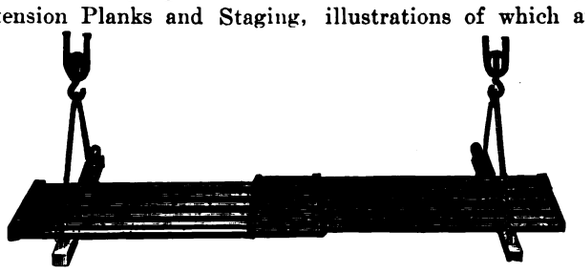


FIG. 1.—AJAX EXTENSION PLANKS.

given herewith. They are referred to as being made of finely selected Southern pine, strongly ironed, well riveted and thoroughly inspected as to conditions of safety. The planks are made 10 inches wide, and the staging 18 inches wide, each being manufactured in three lengths in order to enable an extension of the same from 6 feet when closed to 8 feet

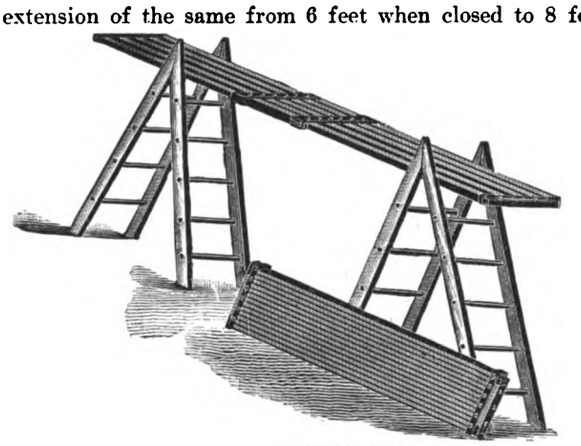
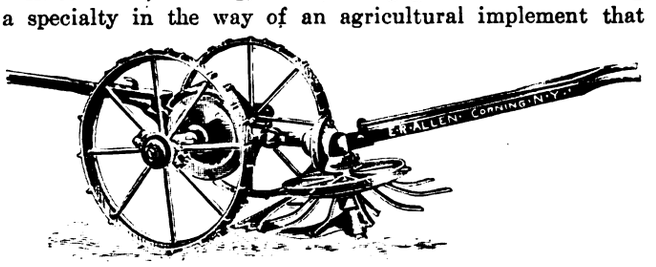


FIG. 2.—AJAX EXTENSION STAGING.

when extended. This is an advantage that will appeal to almost everyone having occasion to use devices of this character. Ordinarily insufficient care is given to platforms used for mechanical purposes, which lack of attention is overcome by possessing an article similar to this we are now describing. Among the points of excellence which are referred to may be mentioned that they can readily be adjusted to fit any space; they will not warp under any circumstances; they always lie even, and afford a firm footing; they are lighter in regard to weight than a plank of equal size could possibly be; and they are very strong and durable and can be carried readily up any stairway.

"Boss" Potato Digger.

E. R. Allen, Corning, N. Y., is engaged in manufacturing a specialty in the way of an agricultural implement that



"BOSS" POTATO DIGGER.

seemingly commends itself to the Hardware and implement trade. It is not claimed to be a new thing, but it has been so thoroughly tested in all kinds of soil and under all conditions that it has become extremely popular and yet its ex-

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istence is not generally known to all the trade. It is intended to be handled with two horses, and weighs about 500 pounds. It is so adjusted in its construction that the operator can dig every row and deliver them on one side of the field, thus making it extremely easy to pick them up. It will also dig on uneven surfaces, and on side hills, as well as on a level, making in each instance a complete separation of the tubers from the soil and weeds. The necessary strength to increase its durability and enable it to do good work on stony ground is considered in its construction. The manufacturer will be pleased to communicate with any one in the trade desiring to handle this specialty, being able to furnish convincing testimonials from those who have tested its utility.

Peerless Laundry Bucket.

The Peerless Cooker Co., Buffalo, N. Y., in addition to a number of specialties of great utility, are manufacturing the Peerless Laundry Bucket, which we present herewith. This bucket is made of heavy galvanized steel, being intended for light laundry work, intended to be used any day in the week between wash days, while at the same time it will answer the purpose when necessary of a common pail, wash boiler, wash



PEERLESS LAUNDRY BUCKET.

tub or even wash board. It is provided with a zinc wash board built into the bucket, and forming part of it, and is not put in separately. This unique feature will be noticed in the illustration, and greatly increases its utility for the more limited service in the way of laundry work to which reference is made.

Famous Swords

We noticed with regret that the description of the sword of honor presented to the Sirdar, though they show that the weapon is in every way perfect and splendid value for the hundred guineas given for it, contains no mention of any motto or inscription having been engraved thereon, as was the custom of old. It will be recalled that the three swords presented by the Kaiser to his three eldest sons last year bore an inscription, such as, "Thy strength belongs to the Fatherland. To my dear son Wilhelm, Christmas, 1897—Wilhelmus." While the other side bore the following admonition: "Trust in God and bear thyself bravely that thy fair name and honor may be maintained; for he who trusts to God from the bottom of his heart will never be defeated on the field of battle." "Fearless and true" was inscribed on another weapon and on a third, "Never draw this sword without a reason, and never return it to its sheath until honor is satisfied"—which was the Kaiser's rendering of a motto, very popular once upon a time on Toledo blades, which ran, "Do not draw me without reason; do not sheathe me without honor." For a weapon presented by a man of peace to a soldier the legend once engraved on a Ferrara blade, "My value varies with the hand that holds me," would be rather appropriate, but another inscription, "When this viper stings there is no cure in any doctor's shops," would be hardly suitable for one who values his own prowess at so modest a figure as the Sirdar.

Some little time ago it was announced in a contemporary that the "sword of ceremony," made by Professor Herkomer, which is to be used at Welsh Eisteddfods of the future, was the "largest sword on record," and, doubtless, if placed in the hands of a modern Godfrey de Bouillon—who, it will be recalled, with a two-handed sword cleaved a Turk into halves from shoulder to the hips—its six feet two inches in length would be quite long enough for any one who had a business engagement with it. But, although it exceeds by two inches the thirty-pound (avoirdupois) weapon used by Henry the Pious, Duke of Silesia, and is probably more lengthy than the famous two-handed sword of Archibald Bell-the-Cat or Exeter's sword of state, it is still ten inches shorter than the seven-foot ceremonial sword, weighing eighteen pounds, that was made in Westminster Abbey.

On the occasion of George III.'s coronation the sword of state, says Horace Walpole, was forgotten—they do these things better nowadays—and the lord mayor's was borrowed for the occasion. Although nothing is said concerning its identity, undoubtedly it would be the celebrated pearl sword that was utilized.

"There are four swords," said a writer at the beginning of the century, apropos of the Lord Mayor's—"the black, used on Good Friday, 30th of January, Fire of London and all fast days, when his lordship ought to go to St. Paul's; the common sword, to go to sessions, courts, of aldermen; * * * the Sunday sword; and the pearl sword, which used to be carried on very rare occasions only, but is now exhibited at any time." The office of sword-bearer at that time was a valuable one, the last holder of the post purchasing it, giving £7000 for the office, which he could have sold for £9000, "but was prevented by the corporation," who made it a gift place. Beside apartments in the Old Bailey and other privileges, the sword-bearer derived emolument from granting admission to two galleries during the sessions.

Apropos of the sword of state, we learn elsewhere, with regard to the coronation of Her Majesty, that "the Queen, riding up and going to the altar, offers the sword there in the scabbard, delivering it to the archbishop, who places it on the altar; the queen then returns and sits down in King Edward's chair, and the lord who first received the sword offereth the price of it, and having thus redeemed it, receiveth it from off the altar by the Dean of Westminster, and draweth it out of the scabbard, and carries it naked before Her Majesty during the rest of the solemnity." Lord Melbourne was the sword-bearer at the coronation, and the price of redemption of the sword, as was always customary, one hundred shillings.

Of gorgeous swords which are not so much weapons as settings for precious stones the most valuable in England is said to be the one presented by the Egyptians to Lord Wolseley, and valued at £2000; but this sum is comparatively little for a bejeweled sword if the value of the sword brought over to Europe by the late Shah of Persia on his first visit—namely, £10,000—can be taken as a standard of what a diamond-hilted weapon ought to cost. Those who can recall that wonderful saber will be somewhat skeptical about the existence of the Gaikwar of Baroda's gorgeous blade, which is supposed to be worth more than twenty swords of equal beauty and value to the Shah's; but it is popularly supposed that the diamonds, rubies and emeralds with which it is thickly incrusted bring up its value to about £220,000, which at 4 per cent., would represent an income of almost £9000 a year, and renders the possession of such a sword something more than a mere luxury.— *Chambers' Journal.*

"And what has your college education done for you?"

"Well, I'm on the motorman's waiting list out at the street car barns."—*Ex.*

Mrs. Lots—Hasn't that man next door got a mortgage on his place?

Mr. Lots—Yes, indeed, he has.

"Why does he refer to the property as a parcel?"

"Because it's tied up, I suppose."—*Ex.*

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REVIEW OF THE MARKETS.

Hardware: The feeling of uncertainty prevailing in regard to prices in all trade channels, has the natural effect of limiting purchases to the ordinary requirements of a moderate demand. The vacation season is already being allotted, with the certainty of no pressing demands during July and August to seriously interfere with restful anticipations. The season on the whole, will be remembered as having been a satisfactory one, and the gradual tapering down of excessive prices for standard goods, will not result as of old in losing the profits of one season by the serious declines of the one succeeding.

Wire Nails: A very moderate demand exists for this leading staple at the present time, as the dull season is rapidly approaching when large orders possess no temptation to the cautious dealer. Prices are firmly held, however, and the indications are that few, if any, changes will disturb the dullness of the next month or two.

Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20 base.
" in less than carload lots	2.25 "
To retailers in carload lots	2.30 "
" in less than carload lots	2.40 "

New York prices, under a very irregular demand, are maintained fairly well, as follows:

To retailers, carloads on dock	$2.48 base.
" less than carloads on dock	2.61 "
Small lots from store	$2.65 to 2.70 "

Cut Nails: The very moderate demand for cut nails would argue that a lower price is anticipated by the dealers handling this product. It is evident that no change of moment has been made, under the belief that the present prices on wire nails would probably reach a higher scale at an early date. A change in terms to agree with those to which the market on wire nails is subject, is also hoped for, as the dealers are most of them compelled to concede the more favorabel terms of "2 per cent. ten days," without the ability to obtain it for themselves. Quotations are as follows, f. o. b. Pittsburgh, terms 30 days, 1 per cent. off in 10 days:

Carload lots	$2.05 base.
To jobbers in less than carload lots	2.10 "
To retailers in less than carload lots	2.20 "

New York Prices.—There is only a light demand for Cut Nails noticeable during the past fortnight. Orders being confined to limited lots for immediate shipment. Prices remain as follows:

To jobbers in carload lots on dock	$2.23 base.
" less than carload lots on dock.	2.28 "
To retailers in less than carload lots on dock.	2.41 "
Small lots from store	2.50 "

Barb Wire: The market on this seasonable staple has been moving along with considerable activity since the decline in prices two months ago, but the end of the season makes the demand a light one and summer dullness is likely to prevail to a considerable extent for some time. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: No very promising importance is given to the present demand in plain wire, ordinary requirements only governing the transactions now prevailing, which are characterized by the quiet conditions at present surrounding all wire products. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS).

Nos.		Galvanized.
6 to 9	Base	$0.40 extra.
10	$0.05 advance over base	.40 "
11	.10 " " "	.40 "
12 and 12½	.15 " " "	.40 "
13	.25 " " "	.40 "
14	.35 " " "	.40 "
15	.45 " " "	.75 "
16	.55 " " "	.75 "
17	.70 " " "	1.00 "
18	.85 " " "	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Files: A meeting of the File Association was held at the Astor House, New York, on Wednesday last, when the prevailing lists and discounts were re-affirmed and a good trade was reported by all the members with every reason for a steady continuance, as during the past season backward deliveries were more noticeable than was desirable. The election of officers for the ensuing year resulted in the re-election of the old officers, as follows:

ELIAS G. HELLER, President.
HENRY W. SCATTERGOOD, Vice President.
COURTLANDT C. CLARKE, Secretary and Treasurer.
Executive Committee:
SAMUEL M. NICHOLSON,
JAMES D. FOOT,
HARRY C. DISSTON.

Chain, Coil, Trace, Etc. During the past 10 days a reduction was made in the manufacturers' prices of Coil Chain. Present prices, f. o. b. Pittsburgh, on full casks are given herewith, 40 cents additional being charged for less than cask lots:

Inch.	Cents per lb.	Inch.	Cents per lb.
3-16	7.90	9-16	3.80
¼	6.00	⅝	3.70
5-16	5.00	¾	3.65
⅜	4.15	⅞	3.55
7-16	4.00	1	3.55
½	3.90		

Accompanying the above were revised quotations in net prices on Trace and Miscellaneous Chains, which cause a reduction of about 10 per cent.

Lead Pipe, Sheet Lead, Etc.: The gradual decline in the price of Lead has caused a further reduction in the prices of Lead Pipe, Sheet Lead, etc., the market is now represented by the following quotations, on the products named, which are subject to the usual discount of 20 per cent.:

	Cents.
Lead Pipe, per lb	5¾
Sheet Lead, per lb	6¾
Tin Lined Pipe, per lb	12½

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels..... 68 cents per gallon.
In lots of 5 barrels or more..... 67 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

THE CLEVELAND TRADE.

The methods adopted by the large combinations have not proved satisfactory to those who do business with them. Americans are not accustomed, when they wish to purchase

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goods, to send in their card and get in line to wait their time to see the one in authority.

Buyers have been in the habit of meeting the man who had the goods to sell, or his agent, who had authority to make contracts, and the present methods do not please them.

Too much time is required for correspondence; there seems to be a lack of feeling of responsibility or desire to accommodate. If the "don't have to" feeling causes this, it will be fatal to any good understanding between buyer and seller.

The trade have been patient, believing that time would adjust methods to a satisfactory basis, but they are beginning to feel that the difficulty is inherent in the system.

Local trade can be handled in the vicinity of the mill more satisfactorily than it can from a distant office. The efficiency is greatly impaired by attempting to handle a large number of mills from one office, with supervision in the personal interest of the management lacking. Disintegration of the large combines will be welcome unless the methods of handling business can be speedily improved.

The mail is constantly filled with complaints from customers which jobbers feel are justified, but which they are powerless to remedy.

Trade is quite as good as could be anticipated under the present conditions and indicates improvement. Nobody expects a collapse. Now that the Ohio Democracy have expressed their loyalty for the Constitution, the country is safe again.

From present indications no Congressional action will be required to destroy trusts, as bankruptcy courts are likely to anticipate them. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

We can again report active trade for the first half of June. The retailers are only buying what they need for present sales, but those sales are showing a good absorbent demand among the people and sales are running ahead of last year.

The short crop of grass caused by dry weather during June is reducing the demand for haying tools and lawn mowers, but everything else in the way of seasonable goods is moving out well. Values of heavy goods are now getting to a point where we may expect stable prices and purchases will be made with more confidence. Stocks in the hands of jobbers are rapidly being reduced and they will soon be in the market again. LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

Business is about the same as usual at this time of the year. We have copious rains, and the crops around this section look well. There is a large acreage of sugar beets, and the hay crop promises to be very large. The lumber trade is fairly good, and the coal mines are all well employed. The fishing is excellent, and many people from other sections of the country are enjoying same. MORLEY BROTHERS.

THE ST. PAUL TRADE.

Since our last letter our condition has not improved, but is growing more serious. From our territory, including the States of Iowa, Wisconsin, Minnesota, North and South Dakota, the same cry is heard—lack of rain and a consequent burning up of crops. It has gone beyond a possibility of good crop, and the only hope now is half crop. We never yet experienced such a dry season.

As far as prices are concerned, we are trying to meet competition, and this means low prices, because everybody is anxious to unload. This seems to be the condition everywhere, and makes it hard to do a comfortable business, but there are good times in store, when confidence in prices will be the rule. C. W. HACKETT HARDWARE CO.

THE OMAHA TRADE.

Despite the prevailing complaint of backward trade on the part of the manufacturers, the distribution of goods from the jobber to the consumer continues in large volume. It is very noticeable, however, that the trade is uneven and spotted on some lines of goods which are held at high figures and on which manufacturers have unreasonably advanced their prices there is no demand whatever, while lines on which the manufacturers have shown a noticeable disposition of conservatism, continue to move along without any noticeable decrease in the demand. The old saying that you can lead a horse to water, but you can't make him drink, is evidenced by the fact that many lines of goods held at unreasonably high prices would probably make a great deal more money for the manufacturer and jobber alike if they were on a basis where they could be sold, for while large profits are very attractive in anticipation, when you fail to realize on them, they are a source of disappointment and loss to all alike.

RECTOR & WILHELMY CO.

THE DAVENPORT TRADE.

Prices are gradually going in the direction that a cow's tail is said to grow. There is a feeling of uneasiness and want of confidence in the market, and jobbers are more disposed to unload than to stock up beyond their immediate needs.

The time for harvest of small grain is approaching. Many retail dealers have not bought and will not buy until the last moment in the afternoon, on account of high prices. When they are ready to buy, they will learn to their disadvantage, and also to the serious inconvenience of their farmer customers, that the small stocks of binder twine in the hands of jobbers have suddenly disappeared.

Notwithstanding values are lower, the footings of the sales columns are larger than a year ago, and collections are satisfactory. SICKLES, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

Expectancy seems to be in the air. and new quotations tomorrow, next day or any other nearby time wouldn't be a bit surprising to the retail trade, hence timidity and light purchases are tripping along familiarly together.

The first since the big decline in nails early in the season came this week in the shape of a 10-cent drop per keg; likewise a concession on bolts and lag screws of about 12 1-2 per cent.

Conservative purchases, however, do not signify in lagging business; comparatively speaking, there is good movement in local trade, and jobbers pronounce the pulse of the interior trade indicative of fine health.

A few days ago Secretary Smith, of the Pacific Coast Jobbers' Hardware Association, got word that certain consumers were being supplied with nails at "cut rate" price, whereupon he sent around to the retail trade a popular circular letter of reprimand. This characterized the act one of unfairness on the part of some Builders' Hardware distributer and is said to have moved A. C. Rulofson, a front man in the sales department at Baker & Hamilton's, to spring the question as he would meet the retail trade as to "Why Not?" Is there no self-protecting organization among the retail trade of the San Francisco bay cities?

The "Why Not" query was taken up and passed the rounds of the city's retail trade, and no one so far heard from has essayed to respond to the query in any other words than Why Not? As a matter of fact, before there was any materialization of ideas concerning the proposition, a preliminary meeting was being held by F. H. Ellis, President of the Palace Hardware Company; Charles H. Philpott, of Philpott & Alexander; C. A. Bennett, of Bennett Bros., and Frank F. Osborn, President and Manager of the Osborn Hardware & Tool Co. "Why Not" was favorably commented upon by this quartet of prominent members of the retail trade, after which it was unanimously resolved to issue a call to all dealers in retail Hardware lines to rally in the assembly parlor of the Grand Hotel on the evening of the longest day in the year, June 21, that ample time may be had to discuss and take action regarding the matter of forming a Retail Hardware Association of Central California.

Since last report in May the San Francisco Board of Trade has been called upon to adjust for creditors thirty-two cases

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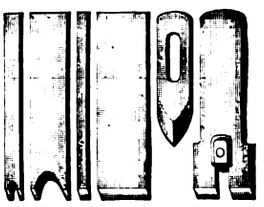
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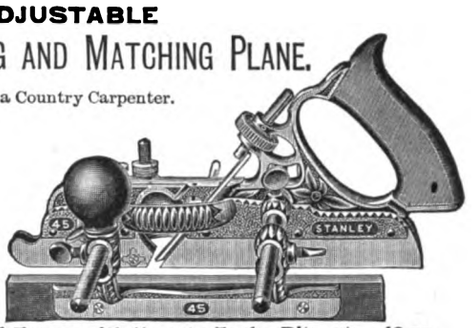
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BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.





No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

of trouble, but only two of these were California Hardware men, as follows: James J. White, of San Jose, was attached, his liabilities being $1265.77. Yet in hands of committee. The second case is that of J. W. Bird, of this city, who has made a cash settlement on a 50 per cent. basis. His liabilities were $985.70. TRADES PRESS ASSOCIATION.

Natural Philosophy.

Fifty years is a long time.

And most men who have been in business fifty years know a great many useless things.

The human mind will really hold only about so much. To some extent it is like a quart cup: If you fill it full of one thing you can't fill it full of something else at the same time.

A man has to be pretty bright and confine his slumbers to his hours in bed if he wishes to keep up with the changes that even five years will bring about.

If he begins his business life when he is twenty-one he will, in fifty years, be seventy-one years old, and no man of seventy-one has the keen intellect, snap, push and energy that he had when he was forty.

I doubt if a man learns very much after he is forty years old.

Certainly the knowledge that he acquires after he is fifty doesn't amount to much.

By the time he is forty he has probably reached a pretty firmly settled state of mine. He is much less susceptible to new ideas. He is less willing to try the experiments that bring wisdom, and he generally jogs along and does business in about the way he has become accustomed to.

After a man reaches a certain age he lives more or less in the past—he ruminates and reminisces. His mind dwells on the cold Winter of '58, and he likes to tell about buying tickets for the first appearance of Jenny Lind. He knows all about the time when Barnum's Museum occupied the site of the present St. Paul (and the past Herald) building. He knows when Tiffany's was down near Chambers Street, and when the Astor House was the swell hotel of New York.

If he is an advertising agent, he has had a lot of experiences with Godey's Ladies' Book and Peterson's Magazine, and he probably has some information about the New York *Star*.

He knows a very great many interesting things and at a social dinner he is a most remarkably useful and entertaining feature, but when it comes to pushing his own or anybody else's business he is distinctly one of the numbers that are back.

Experience is a great thing, but contemporary experience is the sort that is most valuable.

The best thing that can happen to a concern with fifty years' experience is to have about forty of those years deeply buried in oblivion.

The trouble with the man who has had too much experience is that he knows so many things that can't be done.

The young man comes along with the comparatively short term of experience.

He doesn't know enough to know that a thing can't be done.



Why try to stick things with something that doesn't stick? Buy MAJOR'S CEMENT; you know it sticks. Nothing breaks away from it. Stick to MAJOR'S CEMENT. Buy once, you will buy forever. There is nothing as good; don't believe the substituter.

MAJOR'S RUBBER and MAJOR'S LEATHER.

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15 and 25 cents per bottle at all druggists.

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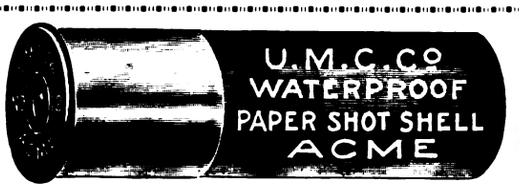
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He goes ahead and takes a hack at it.

He attempts the thing which the old fellow knows is impossible—and he accomplishes it—he does it.

It is the experience and the facts of the present that are valuable.

Those of the past are useful only as reminiscences and are interesting then only in proportion to the story-telling ability of the talker. CHARLES AUSTIN BATES.

American Sewing Machines.

Among the very earliest, if not actually the first of American machines and implements to find an extended and large sale in foreign countries was the sewing machine, which came to be exported in considerable numbers in the period between 1860 and 1870. Since then the exports of sewing machines have steadily increased. Other American machines and manufactured products are now exported to many foreign countries, and some of these, it may be, to a greater gross value, but the sewing machine, it is probable, still leads them all in the wideness of its distribution. There is not an important city in which it may not be found, nor a civilized country; and it is sold in many countries that are only semi-civilized. American sewing machines are, in fact, sold literally all over the earth.

In Europe they are sold in every country; and the business there of an American sewing machine concern would be conducted in practically the same manner as here. The territory is divided into districts whose boundaries might coincide with those of a county, or which might be of smaller area, or which might include two counties. At the head of each of these districts there is a general agent, and there are agencies in every city of any size, and in many smaller places as well. Canvassers are sent out, and machines are sold on installments if anybody wants to buy them in that way, just as they would be here.

In India, one American company making sewing machines has 150 agencies, to which number it is constantly adding. American sewing machines are sold in such countries as Arabia and Persia, and in China and Japan. An American soldier, writing from the island of Mindanao, in the Philippines, said that the first and only thing that they found there that showed civilization was an American sewing machine, which they saw used by its owner, in one of the native shacks. The company that made this machine has had an agency in Manila for twenty years, a place of business on the principal street, with a big sign up, just exactly as it would have in New York, or any other city. And canvassers for the company had worked all that region around where the soldier saw the sewing machine, and territory far beyond, and sold sewing machines.

In fact, wherever people sew, or can use a sewing machine to advantage, American sewing machines have been offered and sold; and this not only in traveled countries, but in all sorts of strange and out-of-the-way places as well; in many lands and to people of many tongues; wherever they could use a machine and access to the country was possible. If a new country is settled or parts of an old country opened up to the world's trade, the representative of the sewing machine is there and ready to go in. He has been pushing ahead everywhere from the start, and he is doing just the same now.

Throughout the world the general agents are men who know the people to whom they sell. They may be business men from other countries, but long established in these places where they have settled, or they may be, as is more likely to be the case, natives of their several countries and it may be men of importance where they live. Sub-agents and canvassers are of the native population, or wholly familiar with it. And so to the people of every race in every land the American sewing machine is brought in a familiar way by people who speak their own tongue, and it may be by people they know or whom they know of.

Of the great number of American sewing machines exported, many are hand machines—that is, not worked with a treadle, but operated by hand; there are plenty of people in the world who seem to find it difficult to use head, hands and feet all at once. Even in European countries there are sold many hand sewing machines; and elsewhere in the world, in some semi-civilized parts, the sewing machines sold are almost all, if not, indeed, all of them, hand machines.

A curious illustration of how small the world is, after all, and at the same time the methodical manner in which a great business is carried on, is found in the operation of the installment system in the sale of sewing machines. Suppose somebody in Austria or Russia, or anywhere else in Europe, who had bought of the local or neighboring agent or canvasser on the installment plan an American sewing machine which he had not yet fully paid for, was about to emigrate to America, and wanted to take the sewing machine with him. There would be no trouble about it; he would give notice to the agent and take the machine right along. The local agent sends a notice to the general agent for that territory, who sends word to the New York office of the company, which sends through the proper channels a notice that reaches the agency nearest the point at which the immigrant has actually settled in this country, and the remaining installments are simply cancelled there.—*New York Sun.*

Of 7125 workpeople at the Pullman Company's works there are said to be no less than 4246 who are natives of foreign countries, i.e., 58 per cent. Scandinavia furnishes the larger portion of the foreigners in the works, 1489, the bulk of them being Swedes. The British Empire sent 919, of whom 273 were Canadians and 205 Irish, while 303 were English. Germany (including Austria) comes next with 817, nearly all North Germans. There are 616 Dutch, a very large contingent for so small a country as Holland is. The Latin races make a very poor showing if we except Italy with 106 immigrants. France sent only 9, Belgium 11 and Switzerland, which is not wholly Latin, 20. The remaining 259 men at Pullman are of eight different nationalities, 114 being Poles, 78 Russians, 32 Bohemians and 22 Hungarians.

The Deering Harvester Co., Chicago, Ill., has applied to the division of forestry for a working plan for its 54,000-acre tract of hardwood timber in Southeastern Missouri. This marks what is probably the first attempt of an American manufacturing establishment to employ modern forest methods in raising hardwood timber for its own use.—*Exchange.*

"Bixby was a hospitable fellow."

"Yes, I never called on him without his inviting me to call again."

"Did you have business relations with him?"

"Yes, I was a collector."—*Ex.*

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IF you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Chicago, Ill.—The Vanderbelt Hardware Co. has been incorporated; capital, $25,000; general Hardware business. Incorporators—Samuel J. Howe, F. S. Schooler, George F. Ort.

Davenport, Wash.—J. H. Berge.

East Aurora, N. Y.—The Hoole Hardware Co. has been incorporated; capital, $5,000. Directors—Albert J. Hoole, East Aurora; Robert L. Cox, Buffalo.

Greenville, S. C.—The Greenville Hardware Co. has been incorporated; capital, $5,000. Incorporators—N. A. Craig, W. I. McBryde, F. S. Evans.

Santa Paula, Cal.—The Petrolia Hardware & Supply Co. has been incorporated; general mercantile business; capital, $12,000. Incorporators—R. A. Chandler, W. C. Hewitt, L. M. Andrews, C. O. Hewitt, I. P. Brown, all of Santa Paula.

Winona, Minn.—H. Behrens & Co., 58 E. Third Street.

Woodbury, Conn.—Wm. Munson.

Changes and Improvements.

Addison, N. Y.—T. V. Moore has bought the J. H. Roberts Hardware stock and will conduct it the same as formerly.

Alton, Ill.—Mr. Hermon Cole, of Upper Alton, has closed a deal for the purchase of the Hardware store of the late A. L. Floss, on Third Street.

Bay City, Mich.—M. Kinney has purchased the Hardware stock of F. B. Phillips & Co. He will move the goods from his old stand and conduct a general Hardware business at the new store.

Cass Lake, Minn.—George Birch's Hardware store has been moved into its new location near the Elston Hotel.

Canton, Me.—Wilson and Lucien Dearborn, of Boston, who have been in the Hardware business for some time, have sold out their stock to other parties.

Clarksburg, W. Va.—The Williams-Davisson Co., wholesale Hardware house of the East End, has purchased sixteen lots in Glen Elk addition, where a mammoth building will be erected to be occupied by them.

Crestline, Ohio.—E. H. Rex has sold his interest in the Hardware store to W. E. Frye.

Danbury, Conn.—The Hull & Hoyt Hardware Co. having dissolved, the new firm, under the name of Hull Brothers, will soon begin at the old stand.

Elmira, N. Y.—M. B. Heller & Co., have sold their business to G. A. Gridley & Son, who now have possession of the store.

Elmira, Ont.—J. P. Luckhardt has just finished enlarging his Hardware store.

Freeland, Pa.—The Hardware business of the late William Williamson has been purchased by Wm. E. Martin.

Greenfield, O.—E. M. Limes has purchased the stock of Hardware that formerly belonged to J. D. Bishopp.

Hallstead, Pa.—William Colsten has purchased the building at the corner of William Street and Franklin Street. Men have been employed repairing the building, and it will be occupied by Mr. Colsten as a Hardware store.

Leaf River, Ill.—Allen & Reber have moved their Hardware into the building, the second door north of the building they previously occupied.

Lockport, N. Y.—P. Moran & Son will remove their Hardware business to the store formerly occupied by the Oak, on the south side of Main Street, in a short time. The store is being refitted.

Little Valley, N. Y.—W. C. Parker has sold his business to Cowlesville parties and will retire from active business.

Millville, N. J.—J. W. Anderson, of Medford, has purchased the Hardware store of T. B. Somers, and will manage the store.

New Cumberland, W. Va.—I. E. Bender is selling out his Hardware business and will shortly move to Pittsburgh.

New Rochelle, N. Y.—Albert Koentopp, dealer in houshold goods and general Hardware, has removed his place of business from 329 to 249 Main Street.

Ogdensburg, N. Y.—John Barr, the Hardware merchant, has leased the suite of rooms over his store and will have the partitions removed and utilize the whole floor space as a display room for an extensive line of trunks and traveling bags.

Omaha, Neb.—H. J. Lee has taken out a building permit for a six-story and basement brick and iron warehouse at 814-24 Harney Street. It will be 132 by 132 feet and is to cost $80,000. This is for the use of Lee-Glass-Andreesen Hardware Co.

Orange, Tex.—The Sabine Supply Co. have purchased the Hardware and mill supply business of Mount & Talbot and have taken charge. The business will be under the management of A. T. Chenault, formerly with the Howard F. Smith Co., of Houston.

Reynoldsville, Pa.—Work will soon begin on the Hardware building of Hall & Barton, on Main Street, nearly opposite the postoffice. It will be 82 feet deep, 27 feet front and two stories high. The first floor will be used for Hardware and as a general salesroom.

Rockford, Ill.—The Dent Hardware stock and business has become the property of Mrs. W. H. Dent.

Saranac, Mich.—The Hardware firm of Benson & Croford has sold out to M. A. Benson & Co. The new firm will erect a fine store building.

Saranac Lake, N. Y.—The firm of Walton, Starks & Co. has dissolved partnership. The firm has long done an extensive business, having formerly been known as Walton & Callanan. Some years ago George L. Starks was admitted to the firm and he now becomes the senior member by reason of the retirement of William A. Walton. The firm will now be known as George L. Starks & Co.

Sheridan, Ill.—George Hum has rented the lower room of the Masonic Building and is moving his stock of Hardware, etc., into it.

St. Joseph, Mo.—The Wyeth Hardware Co. have purchased 40x140 feet at the southeast corner of Second and Jule Streets known as the W. L. Distin property. It is stated that the Wyeth people will remodel the building and remove their collar factory there. About $5000 will be spent in improvements, and another story will perhaps be added. Definite plans have not been made as yet.

St. Louis, Mo.—The Simmons Hardware Co. have filed a notice of increase of capital stock from $3,000,000 to $4,500,000.

Torrington, Conn.—John Dwan has begun the foundation for his new Hardware store on North Main Street, below Cooks Bridge.

Vernon, N. Y.—The D. B. Case block, occupied for many years by Charles Hyden, as a Hardware store, is being extensively altered and repaired.

Waterville, Kan.—J. P. Burtis is building an 80 by 44 feet addition to his already large Hardware and implement establishment.

Winlock, Wash.—George Johnson has purchased a half interest in the Hardware business of S. Cavanaugh. The new firm will conduct business under the name of S. Cavanaugh & Co.

Wellsburg, W. Va.—J. T. Jacob is about to retire from the Hardware business.

Business Embarrassments.

Arlington, Mass.—A petition in bankruptcy has been filed by Lewis E. Stickney, plumber and Hardware merchant. Liabilities, $8,664; assets, $5,014.

Cleveland, O.—J. B. Kraus, manager of the Kraus Hardware Co., at 1169 Broadway, has filed a bankruptcy petition in the United States District Court. Mr. Kraus states that his liabilities aggregate $5,130.44 and that he has no assets.

Burglaries in Hardware Stores.

Cedar Creek, Neb.—August Schneider., $85.

Fairfield, Me.—A. H. Totman & Co., $51.

Kenosha, Wis.—H. C. Schulz, $200.

Fires in Hardware Stores.

Bay Shore, N. Y.—The Hardware and oil store of C. W. Vail has been damaged by fire. The loss is estimated at $2,000.

De Lamar, Nev.—Fire completely destroyed Fetterman's Hardware store.

Fort Worth, Tex.—Fire has destroyed the building of the Nash Hardware Co. Loss, $100,000.

Toledo, O.—Geo. Shuck's Hardware store, 420 Summit Street, has been damaged by fire to the extent of $750. Fully insured.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Altoona, Pa.—The Monarch Powder Co. has been incorporated to manufacture all kinds of powder, dynamite, matches and general ammunition. Its capital stock is $50,000.

Altoona, Pa.—The Union Furnace Mfg. Co. has been incorporated; capital stock $50,000. This company will manufacture all kinds of implements and tools. Its capital stock is $50,000.

Augusta, Me.—The New England Hammock Chair Co. has been organized at Lewiston for the purpose of manufacturing and dealing in hammock chairs, with $10,000 capital stock. The officers are: President, T. Lloyd Pratt, of Lewiston; treasurer, Orland P. Mosely, of Lewiston.

Camden, N. J.—Articles of incorporation have been filed in the County Clerk's office by the National Vise & Tool Works. The objects of the corporation are to manufacture, buy and sell vises, tools and machinery. The capital stock is $150,000. The corporators are R. H. Hollingshead, George H. B. Martin and W. T. Eidell.

Carnegie, Pa.—The National Lawn Weeder Co. have commenced the manufacture of their patent weeder.

Charleston, W. Va.—New Century Light Co. has been incorporated; manufacturing and dealing in incandescent gas burners; capital, $1,000,000. Incorporators—G. O. Chilton, J. H. High, C. G. High, J. F. Noyes, F. L. McGee, all of Charleston.

Chicago, Ill.—National Fly Trap Co. has been incorporated; manufacturing fly traps; capital, $25,000. Incorporators—J. E. Murray, W. R. Hartley, W. M. Dodd, all of Chicago.

Danville, Ill.—The Fairweight Standard Scale Co., capital $16,000, James A. Fleming, W. W. Phillips and G. M. McDowell, to manufacture scales, has applied for incorporation at Springfield.

Essex, Conn.—The Rasquiere Explosive Co. has been incorporated; capital stock $1,000.

Ft. Wayne, Ind.—The Bledsoe Burner Co. has been incorporated to manufacture patent burners; capital stock, $12,000. Directors—Nathaniel H. Bledsoe, Alpheus P. Buchman and Louis Ohnhaus.

Goshen, Ind.—The Goshen Rubber Co. has been incorporated; capital stock $100,000. Directors—James M. Denis, Charles M. Bailey, Joseph H. Shoemaker, Alexander McDonnell and Harry M. Zehrung.

Jamestown, Pa.—Pittsburgh and Jamestown capitalists will erect a plant at Jamestown for the manufacture of tools. The company is capitalized at $25,000. Work on the building is to be commenced at once.

Jersey City, N. J.—People's Patent Self-Defense Plow Co. has been incorporated; general business; capital, $70,000. Incorporators—F. M. Goff, J. C. McConnaughey, H. Johnston.

Kent, O.—Kent Chain Co. has been incorporated; manufacturing chains; capital, $5,000. Incorporators—W. A. Patton, C. Mehole, M. G. Garrison, F. H. Merrell, E. E. France.

Marietta, O.—Crown Casting Co. has been incorporated; manufacturing iron pipe, etc.; capital $50,000. Incorporators—N. L. Williams, W. Morris, O. A. Lambert, Lillian Edgerton, Anna M. Wallace.

Portland, Me.—The C. F. Purington Co. has been incorporated to manufacture and deal in window screens and similar articles and patents therefor. Capitalized at $50,000.

Rochester, N. Y.—The Empire Rubber Specialty Co. has been incorporated; capital, $10,000. Directors—Lewis Adler, Oscar J. Katz and Mark L. Adler, Rochester.

San Francisco, Cal.—J. de la Montanya Co. has been incorporated to manufacture and deal in iron, tin, etc.; capital, $450,000. Incorporators—Mrs. S. J. de la Montanya, J. de la Montonya, Miss S. J. de la Montanya, D. S. Dorn, all of San Francisco; J. M. Dewitt, of Alameda.

St. Louis, Mo.—Udell-Samson Woodenware Co. has been incorporated; manufacturing woodenware; capital, $25,000. Incorporators—M. R. Udell, F. G. Udell, J. Samson, Jr., all of St. Louis.

Wilmington, Del.—Hayes Automatic Pump Co. has been incorporated; manufacturing of self-pumping pneumatic vehicle wheels; capital $1,000,000. Incorporators—M. L. Drake, J. P. Dunn, M. E. Archdeacon, all of Boston, Mass.

Changes and Improvements.

Akron, O.—The Consolidated Rubber Co., of New York City, which has a capital of $20,000,000, has purchased a site in East Akron and will erect mammoth shops.

Bellefontaine, O.—Many improvements are being made at the Bellefontaine Hame & Tool factory. A new office building is being constructed and a large addition is being built to the main building. New machinery is to be placed in position and new line shafts hung.

New Britain, Ct.—The contract for building the new addition to Landers, Frary & Clark's cutlery, on Elm Street, has been awarded. The building will be of brick, 140x50, and will be used for the packing and shipping departments.

Columbus, O.—The Gleeson lamp plant will be moved in about two months to Richmond, Ind.

Detroit, Mich.—The Sun Vapor Stove Co. has notified the County Clerk that its capital has been reduced from $100,000 to $60,000.

Fitchburg, Mass.—The removal of the cross-cut department of the Simonds Saw Mfg. Co. to Chicago has been decided upon, and within a few weeks this most important branch of one of Fitchburg's oldest and best known manufacturing industries will be abandoned. The company already operates a large branch factory in Chicago, which is much nearer the centre of its trade, and has ample room there for an increased output. The history of the company dates back to 1832, when Abel Simonds began the manufacture of scythes and edge tools at West Fitchburg.

Oshkosh, Wis.—The Oshkosh Logging Tool Co. is about to make a very extensive addition to its large plant on Pearl Street. Property to the east of the factory fronting on Pearl Street has been purchased from Battis Brothers and a three-story building 40 feet wide and 100 feet deep will be put up, in which machinery that will increase the output of the concern about 50 per cent. will be installed.

Pittsburgh, Pa.—The L. Gerber & Sons Tool Mfg. Co., now located on the Southside, will at an early date remove to Allequippa, on the P. & L. E. R. R. The concern will occupy a plant formerly used by the Standard Mfg. Co., containing 3½ acres of land and several buildings.

Pittsburgh, Pa.—The Standard Scale & Supply Co. has decided to build a new plant for the manufacture of scales. The decision to have a new plant has been the result of a rapidly developing business. Several sites are under consideration, and one will be selected within a few days.

Rochester, N. Y.—The new three-story addition to the Robeson Cutlery Co.'s plant is being rapidly pushed to completion. The addition is thirty by thirty-six feet. The ground floor will be occupied by the new engine and boiler. The engine is 180 horse-power, and is now being placed.

Sandy Creek, N. Y.—The knife and power house on the end of the dam at Phoenix, together with the water rights connected therewith, have been purchased by J. I. VanDoren.

St. Louis, Mo.—The Ranz-Lambrecht Stamping Tool Mfg. Co. have filed a statement showing increase of capital stock from $5,000 to $10,000.

St. Louis, Mo.—John Boyer & Co., manufacturers of automatic tools, etc., have commenced the erection of a factory at the junction of Second Avenue and the railroad. The structure will be 345 feet long, fronting on Second Avenue, and 180 feet deep, one story high.

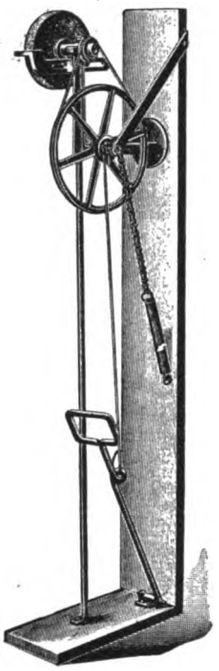
York, Pa.—The New York Wire Cloth Co. have broken ground for the erection of a building to be used as an annealing department.

Recent Fires.

Decatur, Ill.—The interior of the Decatur Cutlery Works caught fire recently in a mysterious manner and the entire plant was destroyed, entailing a loss estimated at $60,000.

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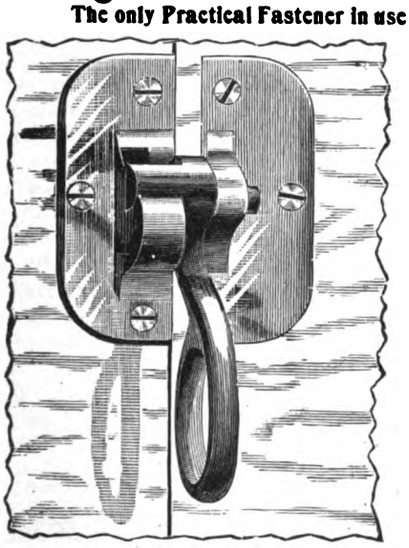
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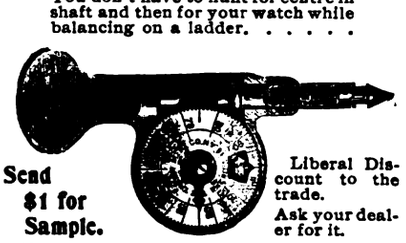
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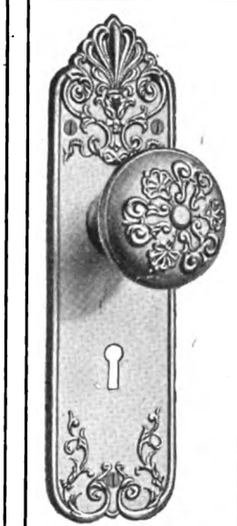
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Elizabeth, N. J.



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Sargent's
Artistic Hardware.

Sargent's VR

or Verona Design is a good design for Hardware dealers to carry in stock. It is specified by many architects and called for by many builders. While the price is low, the design is artistic, well made, and particularly adapted for use in dwellings of moderate cost. A sample order will be filled promptly.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Alliance, O.—Wm. Lanum.

Jordanville, N. Y.—Henry Wainman.

Allston, Mass.—W. Barber, 334 Cambridge Street.

Beardstown, Ill.—Bert Salter.

Beverly, Mass.—M. Burnham.

Boston, Mass.—Trinity Cycle Co., 24 Columbus Avenue, branch store.

Brockton, Mass.—B. D. Bishop.

Chicago, Ill.—The Burkins-Madden Gun Co. has been incorporated; capital $50,000; manufacturing and dealing in firearms and ammunition. Incorporators—Eugene Burkins, Martin B. Madden, John C. Buckner.

Covington, Pa.—W. S. Bailey.

Dorchester, Mass.—Walter A. Munier.

Eau Claire, Mich.—Edward Freeman.

Eureka, Mich.—O. L. Bristol.

Flint, Mich.—John Rogers.

Frankfort, N. Y.—Chas. Deaner.

Fryeburg, Me.—Sturtevant & Haley.

Gaylord, Mich.—Jas. Laur & Son.

Gloucester, Mass.—Abraham Marsden.

Hancock, Mich.—Wm. Brandenburg.

Ipswich, Mass.—Wm. Banfill, Jones block.

Jackson, O.—G. W. Finney, Main and Portsmouth Streets.

Middletown, O.—Lew Myers.

Mt. Gilead, O.—Wisher Buckingham.

Narragansett Pier, R. I.—W. J. Conway.

Norfolk, Va.—The Motor Cycle Co. has been incorporated to manufacture, buy and sell automobiles, etc.; capital, $15,000,000. Incorporators—A. L. White, of Brooklyn; E. Stewart, of Montclair, N. J.; E. Hopkinson, of East Orange, N. J.; J. Kling, of New York City.

New Haven, Conn.—Campbell Cycle Co., 37 Broadway.

New Market, Ont.—Ed. Turney, Hodge block, repairing.

Oceanic, N. J.—Alan O. Emery, new firm.

Oelwein, Ia.—Gibbons & Goldsbury.

Parishville, N. Y.—Rufus Courier, Catherine Street.

Peabody, Mass.—F. W. Wright, Foster and Spring Streets.

Pratt, Kan.—Nate Reece.

Rock City, N. Y.—Charles O. Jones.

Schuylerville, N. Y.—Chas. H. Hawkins.

Upsala, Minn.—Alfred Hanson.

Utica, N. Y.—The Fred D. Divine Co. has been incorporated to manufacture fishing rods and boats; capital, $5,000. Directors—Ada C. Divine, Martha J. Divine and G. Fred Ralph, Utica.

Washington, Pa.—Hugh Vankirk.

Woodstock, Ill.—Frank L. Kimball.

Changes and Improvements.

Ashuelot, N. H.—H. W. Wood has added bicycles.

Belle Center, O.—Bert C. Oliphant succeeds Fred Graham.

Bluffton, Ind.—O. W. Brown has sold an interest in business.

Brockton, Mass.—W. H. Marble, the bicycle dealer and repairer, whose place of business is on High Street, has made arrangements to open a bicycle store at Falmouth. He will carry a full line of wheels such as are carried here, and will do general repairing.

Cadillac, Mich.—E. M. Kennedy has sold a half interest to E. H. Tanner.

Canisteo, N. Y.—James Steuart, sewing machines, has added bicycles.

Carlsbad, Cal.—Chas. G. Borden has removed to postoffice building.

Castleton, Vt.—D. Ashley & Co. have purchased the bicycle business of Stiles & Laskey.

Claremont, Minn.—Edmond & Kidder succeed John Edmond.

Clymer, N. Y.—Ruslink & Hoogenboom succeed Ruslink & Hazen.

Dayton, O.—Wm. A. Ullrich, 5 E. Second Street, is retiring from bicycle business.

Decatur, Ill.—J. C. Beatty succeeds W. S. Brown.

El Paso, Tex.—W. G. Walz Cycle Co. have sold out to Magee & Bro.

Eugene, Ore.—C. C. Matlock has sold out to E. E. McClenahan.

Galveston, Tex.—Stewart & Gonzales succeed W. F. Stewart.

Garden City, Kan.—Carter, Stone & Co. succeed Carter & Gause.

Gayville, S. Dak.—Dahl & Linn succeed E. V. Cowan.

Gregory, Mich.—F. A. Williams has added a repair shop.

Indianapolis, Ind.—Indianapolis Cycle & Mfg. Co. (not inc.) have dissolved. H. E. Kinney retires; J. L. Greenleaf continues.

Jacksonville, Fla.—Harris Bros. are closing out.

Kalispell, Mont.—Phillips & Kriswell are succeeded by Phillips & Stanford.

Keithsburg, Ill.—Wickett Bros. succeed Noble, Wickett & Co.

Mankato, Minn.—Hoffman & Johnson succeed A. R. Coates.

Meriden, Conn.—Howard Snyder has removed to 34 Pratt Street.

Milwaukee, Wis.—Cribb Carriage Co., 136 Second Street, are retiring from business.

Newburyport, Mass.—Clarence Danforth will remove to Washington Street.

N. Abington, Mass.—Benj. Clark succeeds Clark & Tanner.

Niagara Falls, N. Y.—Elderfield-Hartshorn Co., bicycle department closed; G. & J. M. Rae, Falls Street, have purchased their stock of bicycles and sundries.

Omaha, Neb.—Boss & Mierstein have removed to 320 N. Sixteenth Street, and will trade under name of Cleveland Cycle Co.

Paris, Tenn.—Johnson & Council succeed J. E. Johnson.

Philadelphia, Pa.—S. Sawyer succeeds N. D. Stoops & Co.

Packwood, Ia.—B. Roth and Watson & Co. succeed Baker & Co.

Pittsburgh, Pa.—Justice Cycle Co., 714 Penn Avenue, are selling out at auction.

Stevens Point, Wis.—Kobela & Woznicka succeed Kobela & Razner.

Toledo, O.—The American Bicycle Co. has decided to make Toledo its chief distributing point in the West instead of Chicago, and is erecting an immense warehouse here for that purpose.

Waldo, Ark.—J. M. & V. M. Davis succeed J. M. Davis, McClure & Co.

Waterbury, Conn.—The Chas. Thatcher Co., 153 Bank Street, have purchased entire stock of the Waterbury Cycle Co., 46 Center Street.

Wickford, R. I.—Benjamin G. Titus has removed to Brown Street.

W. Rutland, Vt.—H. H. Cummings has removed shop.

Recent Embarrassments.

Augusta, Ga.—T. B. Matthewson has filed a petition in bankruptcy.

Mankato, Minn.—The Harriman Mfg. Co, have filed petition in bankruptcy.

Rochester, N. Y.—Upon petition of a majority of the directors of the Bullis Ball Gear Co., Justice Dunwell has granted an order permitting the company to go into a receiver's hands. The company was a large one, having a capitalization of a quarter of a million dollars. The petition for dissolution is made by Walter A. Parce, Thomas J. Swanton, William A. Williamson, George D. Wilcox, Fred C. Bullis and William H. Williamson, who comprise a majority of the Board of Directors. Silas A. Servis is made temporary receiver of the corporation.

Recent Burglaries.

Providence, R. I.—A bicycle repairing shop on Candace Street Capitol Hill, of which the proprietor is Simon Zaker, was entered recently and the sum of $1.75 stolen from a drawer.

Recent Fires.

Savannah, Ga.—Berry & Oakman, York and Drayton Streets. Loss trifling.

Arlington, N. J.—George Van Emburgh, Devon Street, completely destroyed; loss about $500.

Montreal, Que.—Canada Cycle & Motor Co.'s retail store, Stanley Hall. Slight loss by water.

Montreal, Que.—Brantford & Gendron Agency, damaged by fire.

Huntsville, Ala.—F. A. Howe, Jr.

Toledo, O.—Edwin Kirk & Co., 332 Superior Street; loss about $2,000.

Pittsburgh, Pa.—T. F. Bentel, 100 Sixth Street; damaged by water.

Pittsburgh, Pa.—B. F. Goble, 104 Sixth Street, damaged by water.

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MANUFACTURERS AND ELECTRO PLATERS OF NICKEL SILVER FLAT TABLE WARE.
SPOONS, FORKS, BUTTER KNIVES Etc.
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VICTOR TIRES, FIRST QUALITY, $3.75 ℔ pair.
NEW BRUNSWICK METEOR, FIRSTS, $3.75 ℔ pair.
NEW BRUNSWICK SECONDS. $2.75 ℔ pair.
NEW BRUNSWICK SECONDS, 30 in., $3.50 ℔ pair.
CHARTER OAK TIRES, made by Hartford Rubber Works, $2.50 ℔ pair.
DEWEY TIRES, made by Chase Rubber Co., $2.45 ℔ pair.
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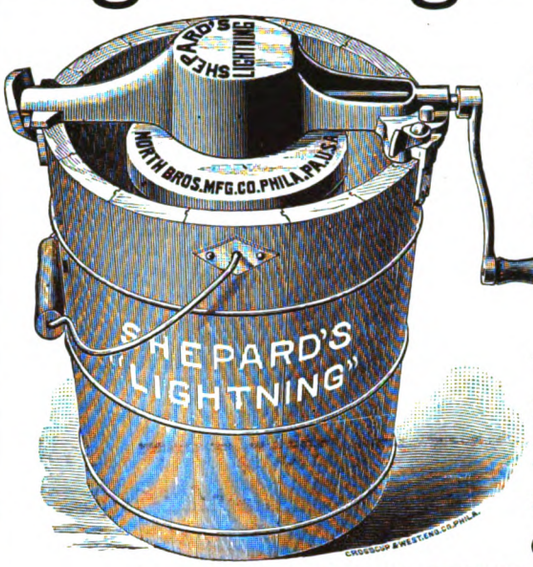
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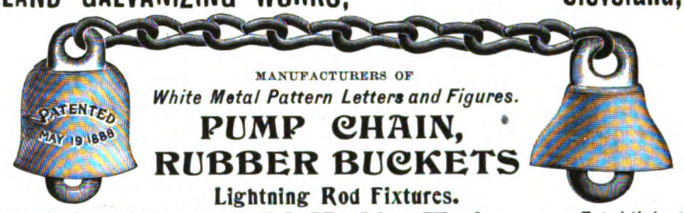


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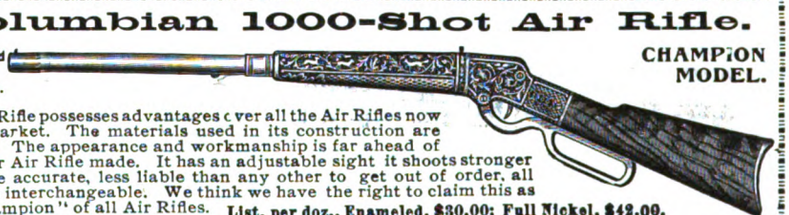
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Adapted for Filters and Coolers also.
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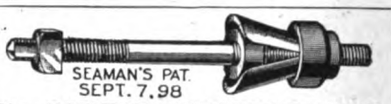


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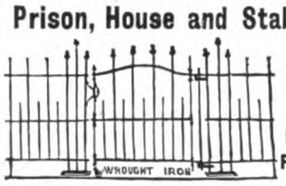
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Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line, otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, 275 Broadway, New York. 29

FOREMAN TOOL-MAKER —A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, 275 Broadway, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

TRAVELING SALESMAN.—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York. 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address WHOLESALE, care HARDWARE, 275 Broadway, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, 275 Broadway, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

COMPETENT MAN.—Place wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address INDUSTRIOUS, care HARDWARE, 275 Broadway, New York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, 275 Broadway, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. A1 references. Address, XXX, care HARDWARE, 275 Broadway, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address JAY, care HARDWARE, 275 Broadway, New York. 20

EXPERIENCED HARDWAREMAN.—Situation wanted by a young man experienced in general retail Hardware and builders' supply business. Age 25. A1 references. Address W. C. B., care HARDWARE, 275 Broadway, New York. 64

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

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Situations Wanted

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, 275 Broadway, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, 275 Broadway, New York. 18

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, 275 Broadway, New York. 60

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, 275 Broadway, New York. 22

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, 275 Broadway, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, 275 Broadway, New York. 37

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, 275 Broadway, New York. 27

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, 275 Broadway, New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, 275 Broadway, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, 275 Broadway, New York. 31

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P. H., care HARDWARE, 275 Broadway, New York. 68

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C. BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMAN.—Wanted first-class traveling salesmen to sell as a side line the Cycloid all metal, full nickeled, air rifle. Sell at sight to Hardware and sporting goods trade. Address CYCLOID CYCLE CO., Grand Rapids, Mich. 65

TRAVELING SALESMEN WANTED to carry my electric search-light as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BRUCLER, Stryker, Ohio. 78

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Libeal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Location Wanted

FOR A NEW HARDWARE STORE (iron and farm tools not objectionable) in the middle West or South. Prefer a manufacturing city of 25,000 or more that has bright prospects ahead. Any information from a jobber, manufacturer or salesman will be properly appreciated. Have a good stock and fixtures ready to move if right location is found. Would buy a store with a small stock if necessary, but prefer to use our own if equally advantageous. Address N. E. N., care HARDWARE, 275 Broadway, New York. 74

Agencies Wanted.

AS LONDON AGENTS.—Darney & Co., 56 Great Queen St., London, Eng., manufacturers' agents and importers. Seven years established. The introduction of novelties a specialty. 77

EXCLUSIVE BRITISH AGENCY—I am open to take up and push a good specialty. Full particulars to HALL, 42 Old Broad Street, London, Eng. 79

HARDWARE MANUFACTURERS desirous of being represented east of Ohio by hustling agents, already established, could find the proper parties by addressing HOLMAN SUPPLY CO., 158 Pearl Street, Buffalo, N. Y. 71

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained for $300 if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, 275 Broadway, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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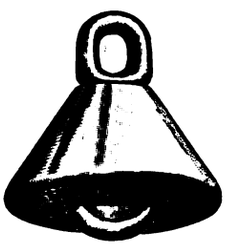
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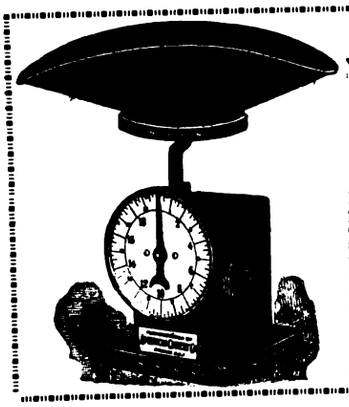
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For all Pump and Hardware dealers, especially Jobbers.



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GREAT FLEXIBILITY.
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WILL ALWAYS HOLD ITS SHAPE.

Write for prices and particulars and illustrated catalogue.

TORRENT PUMP CO., CLEVELAND, O., U. S. A.

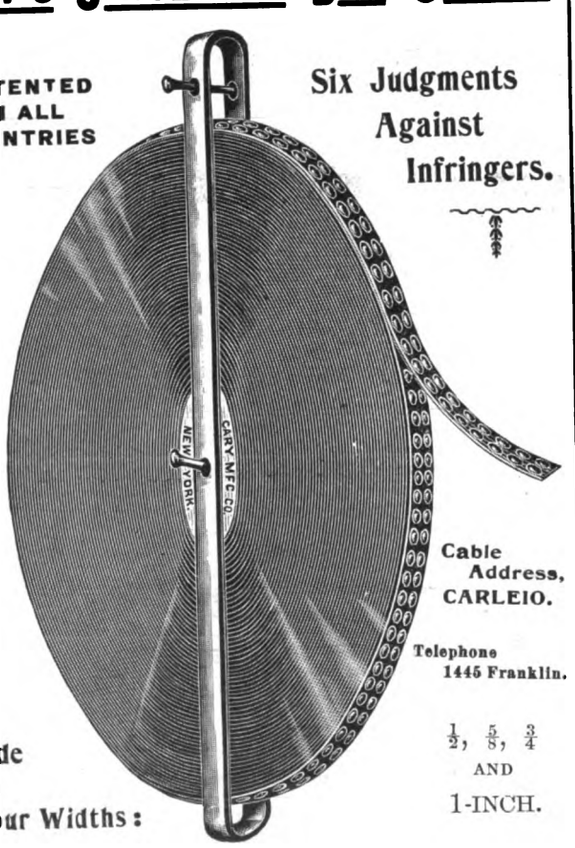


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It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

. . . PUBLISHED BY . . .

THE HARDWARE PUBLISHING CO.,
275 Broadway, New York.

PRICE $1.00 PER YEAR FOR 24 ISSUES.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's ..... } 50%
Ship Carpenters " ..... }
Railroad " ..... }

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy....50c
Musket, Waterproof, 1 10's 60c
G. D.....35c

CARTRIDGES—

Rim Fire Cartridges 50%
Rim Fire Military..... .....15%
Cent. Fire, Pistol and Rifle.....25&5%
Cent. Fire, Military and Sporting..... .....15&5%
Blank Cartridges, 22 cal..... ....10&5%
Blank Cartridges, 32 cal..... .. 10&5%
Primed Shells and Bullets .....15&5%
B. B. Caps, Round Ball ..... 25&10%
B. B. Caps, Con. Ball, Swgd .....net

PRIMERS—

Berdan Primers.....5%
B. L. Caps (for Sturtevant Shells).....5%
All other Primers... .....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge....35%
First quality, 14, 16 and 20 gauge, $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓%
Primrose Club.....15%
Nitro 15%
High Ball.....15%
Smokeless .....33⅓&10%
Acme .....33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—

"New Club," Black Powder.....40&5%
"New Rival," Black Powder....40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder....40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up.....$ .60 } 20%
B. E., 9 & 10..... .70 }
B. E., 8..... .80 }
B. E., 7..... .80 }
P. E., 11 up..... 1.00 }
P. E., 9 & 10..... 1.25 }
P. E., 8..... 1.50 }
P. E., 7..... 1.50 }

SHOT—

Tatham Bros., List Feb. 5, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags $1.40
Drop Shot, sizes smaller than B, 5-lb bags ..... .35
Drop Shot, B and larger sizes, 25-lb bags 1.65
Drop Shot, B and larger sizes, 5 lb bags ..... .40
Buck Shot, 25-lb bags 1.65
Buck Shot, 5 lb bags ..... .40
Chilled Shot, 25-lb bags 1.65
Chilled Shot, 5-lb bags ..... .40
Dust Shot, 25-lb bags..... 2.10
Dust Shot, 5-lb bags..... .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

	Each
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.50
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00

Discounts on application.

CANISTER POWDER—

	Each
E. I. Du Pont De Nemours & Co.: In cases of 25 each.	
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1 50

Du Pont Sporting Powder, for lots 1000 lb 10% discount:

Du Pont Smokeless Shotgun Powder: Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 80 Calibre Smokeless Rifle Powder, per lb	1.25

Discounts on application.

Animal Pokes—

	℔ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's .....50&10%
Gem 60%
Steel Drive.....40%

	℔ gro.
Kohler's:	
Invisible, No. 3 ..	$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe" 9¾c
Armitage's Mouse Hole.....9¼c
Eagle Anvils, ℔ lb 9c... ... .15@15&5%
Hay Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson .....40&10%
Trenton 9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's .....40@40&10%
Millers Falls (with drill), $18.00.....15%

Augers and Bits—

Boring Machine.....60@60&10%
Com. Auger Bits .....60@60&10%
Cooks:
Augers.....50@50&10%
Augers, Millwrights.....45%
Auger Bits .....50@50&10&5%
Car Bits 45%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30....50%
Nobles Double Spur, No. 32...50&10%
No. 10 Extension Lip 40%
No. 10 Extension Lip Car Bit.....40%
Car Bits, No. 10.....40%
Car Bits, No. 30.....50%
Ring Augers.....70%
Jennings' Pattern.....50&10%
Job T. Pugh's, Black 20%
Job T. Pugh's, Jennings Pat.....35%
Snell's Ship Auger Pattern Car Bits.....30&10%
Swan's:
Jenning's Pattern Auger Bits 60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames .....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass' .....25&10%
Ives.....25&10%
Millers Falls, Goodell..... 15&7½%
Swan's.....50%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%
Swan's.....50&10%

DOUBLE CUT GIMLET BITS—

Common .....40&10@50%
Mayhew's Diamond ℔ doz. $1.25....40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's .....40&10%
Snell's Bell Hangers 50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 60& 10&5%
for metal, 60&10&5%
Cleveland Wood Bits for Brace..50&10%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood .....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland .....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process .....60&10%
Standard.....60&10%
Standard Oil Tube Drills..... ....15%
Syracuse.....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling. 10%

SHIP AUGERS AND BITS—

L'Hommedieu's .....15@15&10%
Snell's .....30&10%
Watrous'..... .....33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch .....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg..... .....50%
Shouldered Brad..... .....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level:
Handled Brad ....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50@7.00
First quality, other brands....6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's Underhill's or Blood's...40&10%
Peck's:
Champion Blade.....45%
Empire Brand..... .....50&10%
Fayette R. Plumb:
Broad, New List .....33⅓&2½%
Lathing.....33⅓&5%
Shingling .....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co .....40&5%
D. Simmons & Co.:
Broad ... } 50&5%
Shingling and Claw..... }
Lath, Hunters', etc..... }
M. C. Ogden's:
Broad.....40%
Shingling, Claw, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting":
1-lb box..... 15
2-lb box.....25
10-lb pail.....$1.90
25-lb keg..... 2.75
50-lb keg..... .. .. 5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C 50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Pullman's..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass..... .....60&10%
Light Brass .....65&10%
Eastlake .....60&10%
Pure Bell Metal.....55%
Globe (Cone's Patent).....35%
Silver Chime..... .....35%
White Metal.....65&5%

DOOR—

Trip, Gem 40%
Alarm, Abbe's.....40%
Alarm, Yankee.....50%
Gong, Abbe's 40%
Gong, Yankee.....50%
Lever, H. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure.....45@50%

COW—

Common Wrought 70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star..... .....50%
Western, Sargent's List.....70%

Bellows—

Blacksmiths'.....60@10&5%
Hand.....25&10%
Moulders'..... .....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless, stitched....40%
Cleveland Rubber Co.:
Buckeye.....60&10%
Shield High Grade .....50&10%
War. 2 XL 40%

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Common Standard....75&10%
Extra....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Beach Stops—

Cincinnati....15@15&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00....40&10%
Seymour Smith & Sons....25&10%
Terrell s Nos. 1 and 2, $3.00; No. 3, $3.00 ₰ doz....25%
Miller's Falls....15&10%
Weston's....40%

Binder Twine—

White Sisal, 500 ft. to lb....11¼c
Standard, 500 ft. to lb....11¼c
Manila, 600 ft. to lb....14¼c
Pure Manila, 650 ft. to lb....15¾c

Bit Holders—

Angular....45%
Extension:
Barber's, ₰ doz. $15.00....45&50%
Ives' ₰ doz. $20.00....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₰ doz. $3.00....33⅓%
Excelsior..₰ doz. $10.00....50&10&2%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons—

Austin & Eddy ₰ gro. sets....$5.50
Forhan's Improved Star Tenon ₰ gro. $1.00....25%
Holt's Tenons....70%
Merriman's Brass Lever ₰ gr....$15.00
Merriman's Iron Lever ₰ gr....9.00
Millers Falls ₰ set $1.00....15&10%
Security Gravity ₰ gr....$9.00
Washburne's Plate ₰ gr....9.00
Zimmerman's....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's....60&10@70%
Hariz' Steel....50@60&10%
Iron Strapped....70%
Rope Strapped....60&10%
L. V. Sheaves....60%
Lanes:
Junior, Self Sustaining....80%
Pat. Automatic....80%
Perfect Safety....80%
Stowell, Novelty Block....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....50&10%
Cast Iron Chain....50&10%
Cast Iron Shutter Bolts....45&10%
Ives' Patent Door Bolts....65%
Wrought Barrel....66⅔@66⅔&15%
Wrought Square....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list..50@50&10%
Wr't Sunk Flush, Stanley's list...45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list....50@50&15%
Wrought Spring, Sargent's....75%

CARRIAGE, MACHINE, &C.—

Bolt Ends....60&5%
Machine....60&5%
Carriage, Common....50&15%
Norway Iron, list Oct. '84....75%
Phila., Eagle, list June 1, '99....80%
R. B. & W., $2.40 list....70%
Sleigh Shoe....50&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted....57%
Eagle Phila., list Feb. 26, '96...72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99....60%
Norway, Phila....70%
R. B. & W., Norway....70%

STOVE AND PLOW—

Plow....50&10%
R. B. & W. Plow....50%
Stove, List Dec. 28, '99....60%

MISCELLANEOUS—

Sink....62½%

Bone Mills.

Enterprise....25@30%
Stearns....40%

Borers, Bung.

Enterprise....25@30%
Each....$1.25, $1.65, $2.50
Nos....1 2 3
C. E. Jennings & Co.:
No. 6....40%
No. 10....25%

Borers, Tap—

Common Ring....20&10%
Enterprise....25@30%
Ives....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'	$2.75	$3.88
Jennings'	3.00	3.75
Millers Falls		7.50 15%
Snell's, Rice's Pat.	2.75	3.00

Bow Pins—

Hotchkiss....60&10%

Boxes, Mail.

Heller's....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'....50&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114½....50&10%
No. 208½@214½....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's....50&10@60%

Brackets—

Door Screen....60&10%
Shelf, Bradley's Patent....75%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%
Window Screen Corner....60&10%
Reading, Plain....60%
Reading, Rosette....60%

Bracket Saw Frames—

Millers Falls Co....25%

Bracket Sets—

Millers Falls Co....83⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's....60&60&10%

Bright Wire Goods—

Standard. New list....80%

Bull Rings—

Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s....60%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—

Humason & Beckley's....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's....25@30%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....25%
New Haven Edge Tool Co.'s....40%
P. S. & W....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—

Ordinary Black Handle....25%
Humason & Beckley's....25&10%

Butt and Rabbet Gauges—

Stanley's....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House....40%
Cast Brass, Loose Joint....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—

Loose Joint....70%
Loose Joint, Japanned....70%
Loose Joint, Jap. with Acorns....70%
Loose Pin....70%
Mayer's Hinges....70%
Parliament Butts....70%
Fast Joint, Broad....60@60&10%
Fast Joint, Narrow....60@60&10%

WROUGHT STEEL—

List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc....66⅔@70&5%

Calipers—

Bemis & Call:
Wing....65%
Double....65&10%
Inside and Outside....65&10%
Straight Leg....65&10%
Call's Pattern, Inside....55%

Can Openers—

American....₰ gross, $1.75@$2.00
Goodell's Acme....₰ gross, 6.00
No. 5, Iron Handle..₰ gross, $2.00@2.25
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel....₰ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₰ doz., $3.00....50%

Cards—

Cotton....2%
Horse and Curry....25%
Wool....25%

Carpet Stretchers—

Montross' "Excelsior,"...₰ doz., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₰ doz....80c
Socket....₰ doz., $1.75@$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co.:		₰ doz.
American Queen	Cyco-Bearing	$27.00
Crystal		33.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00

Lots of 5 dozen, $1.00 per doz. less.

TOY LINE—	₰ doz.
Baby	$2.00
Child's	2.50
Little Daisy	1.50
Little Jewel	6.00
Little Queen	3.50
Misses	9.00
Quantity rebates on application.	
Perfect, Nickel	20.00
Perfect, Japan	18.00
Champion, Nickel	17.00
Champion, Japan	15.00

"PRICE BEARING SWEEPERS"—

	₰ doz. net.
"Improved Victor,"	$18.00
"Criterion"	16.00
"Popular,"	14.00
"Sovereign," Nickel	20.00

Goshen Sweeper Co.:	New Prices ₰ doz.
Goshen Junior	$9.00
Eureka	12.50
Champion	17.00
Our Leader	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan	19.00
Banner, Broom Action, Japan	20.00
Banner, Broom-Action, Nickel	22.00
Reliable, Broom-Action, Japan	20.00
Reliable, Broom-Action, Nickel	22.00
Rapid, Broom-Action, Japan	20.00
Rapid, Broom-Action, Nickel	22.00
Select, Broom-Action, Japan	20.00
Select, Broom-Action, Nickel	22.00
Easy, Cam Action, Japan	20.00
Easy, Cam Action, Nickel	22.00
Common Sense, Cam-Action, Nickel	24.00
Our Best, Cam-Action, Nickel	24.00
Majestic, Cam-Action, Nickel	24.00
Imperial, Broom-Action, Nickel	24.00
Grand Republic, Broom-Action, Nickel	33.00
Mammoth, Broom-Action, Nic.	72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed....60&10%
Bracket Bed....60@60&5%
French or Phila. Iron Wheel....60%
Brass Wheel....40&10%
Martin's Patent (Phœnix)....50&50&10%
Plate....60&10%
Payson's Truck Casters....60&10%
Payson's Furniture....70%
Payson's Truck....70%
Tucker's Patent, low list....50%

Cattle Leaders—

Humason, Beckley & Co.'s....70&10%
Peck, Stow & W. Co....66⅔%
Sargent s....70&10%
Weltons....70&10%

Chain—

Aluminum Coil and Halter....50&5%
American Halter Chain....50@50&5%
American Proof Coil, 1000-lb lots,

3-16	¼	5-16	⅜	7-16	½ in.
$5.50	6.50	5.50	4.75	4.50	4.50 ₰ 100 lbs.
9-16	⅝	11-16	¾	13-16	⅞ in. to 1 in.
$4.50	4.50	4.50	4.25	4.25	4.15 ₰ 100 lbs.

Less than cask lots add ¼@½c ₰ lb
Bridgeport Chain Co.:
Brown, Coil....60%
Brown, Halter....60%
Competition Sash....50&10%
Monarch, Sash....40&10%
Triumph, Coil....55%
Triumph, Halter....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain....35%
Galvanized Pump Chain....5½@6c
German Coil, list July 24, '97..60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron....50&10@60%
Jack Chain, Brass....50&50&10%
Oneida:
Niagara....60%
Eureka....60%
Trace, Wagon and Fancy Chains, New List....50@60&10%

COW TIES—

American....35@40%
Niagara....45@50%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....20%

Chain Guards—

Aluminum S. & N. Co....50%

Chain Hoists—

Moore's "Anti-Friction"....30%
Moore's "Direct"....50%

Cherry Stoners—

Enterprise....25@30%
Family....net ₰ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros....30%
Charles Buck....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby....70%
C. E. Jennings & Co, No. 70....20%
Jennings & Griffin Mfg. Co....70%

TANGED AND MISCELLANEOUS—

Box....60&10%
Buck Bros....20&10%
Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges....40%
Spear & Jackson's....$5.00 to £
Tanged Firmers'....40@40&10%

COLD CHISELS—

Good quality, ₰ lb....18c@20c
Snell's Best C. S....50%

Chucks—

Beach Patent, each, $8.00....20%
Cushman's:
Combination....40%
Independent....50%
Morse's Adjustable, each, $7.00....25%
Syracuse, Balz Patent....30%
Skinner's Patent Drill Chucks....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck....40%
Standard, Improved....45%
Union Mfg. Co.:
Combination....40%
Independent....40%
Universal....40%
Victor, No. 1, $8.50; No. 2, $12.50....25%

Clamps—

Adjustable, Cincinnati....25&10%
Adjustable, Hammers....15%

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Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.50@50&10%
Carriage Makers', Stearns'..50@50&10%
Carriage Makers', P. S. & W. Co.40&10
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk— ₩ doz

Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago.....Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ₩ doz.
Mascot.....$7.50 net
Monitor.....8.00 net
Stewart Pat.....9.00 net

Clips—

Norway Axle.....60&10&10%
Norway Spring Bar Clips....60&10&10%
Superior Axle Clips.....60&10&10%

Coffee Mills—

Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30
Logan & Strobridge Co.....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60@60&10%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—

Bradley's.....20%
Barton's.....30@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co. 40&10%
Samson.....₩ doz $10.00
Williamson's.....40%

Corn Hooks— ₩ doz

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net

Countersinks—

Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50%
Wheeler's Patent.....50&10%

Crayons—

Sargent's List.....20%
Dixons: ₩ gro.
Eclipse.....$3.75
Emerald.....5.00
Oriole.....5.00
Rainbow.....2.81
Solid.....7.50

Curry Combs—

Fitch's List, Nov. 20, '96.....25&10%
Kohler's.....30@35%
New York Stamping Co. List, Sept. 17, '97.....40%
Perfect.....40%
Rubber, ₩ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cycle Hangers—

Lane's.....33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10@45&10&10%
Norton's.....50%
Toler's.....40%

Door Springs—

Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₩ doz. $5.50.45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in., ₩ gro.....$15.00
Torrey's Rod, 49 in., ₩ gro.....42.00
Victor, Coil.....50&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10%
Jennings & Griffin.....66⅔%
Mix.....70&10%
Ohio Tool Co.....70&10%
P. S. & W.....70&10%
Witherby.....70&10%
Watrous.....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Clamp.....20%
Ratchet, Billings' Double Acting. 33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.....25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....50%
Ratchet, Weston's.....20@25%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%

TWIST DRILLS—

See Augers and Bits.

BLACKSMITHS'

Coe's.....60%
Prentice.....60%

Drug Mills—

National Specialty Mfg. Co.....30%

Dust Beaters— ₩ doz.

Planet Mfg. Co., No. 1.....$3.00
Planet Mfg. Co., No. 2.....4.00
Planet Mfg. Co., No. 3.....5.00

Easy Lawn Swings— ₩ doz.

Ulrich Mfg. Co.....$35.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ₩ doz. 75 cts., ₩ gro.$7.50
Extra Family Size.....₩ doz. 2.00
Keystone.....33⅓%
Spiral.....₩ gro. $4.25@$4.50
Standard Co.: ₩ gro.
Dover, No. 5.....$5.50
Dover, No. 10.....7.00
Dover, Steel Handle, No. 10.....7.00
Dover, Extra Heavy, No. 15.....12.00
Rival.....9.00

Emery—

Genuine Turkish Walpole Mills, No. 6 to 46, ₩ lb.....10c
No. 54 to 150, ₩ lb.....10c -20%
Flour, ₩ lb.....8c

Enameline— ₩ gro.

No. 4.....$4.50
No. 6.....7.20

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz.

"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.60 net
Woestenholm's.....$3.25..10%

Faucets—

Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "Buckeye," Metal Key.....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock..40%
John Sommer's "Eclipse," Lock.40&10%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar. 50&10%
Star.....60@60&5%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lane's ₩ doz. $36.00.....40@40&5%
National Specialty Mfg. Co.....33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25@30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files.....30@25&10%
Royal.....75
Second Quality Files.....30&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forges—

Boynton & Plummers.....60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks.....40&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.....40&5%
Hay Forks, Four Tine, Standard Size.....66⅔%
Hay Header and Baler Forks, Four Tine.....60&30%
Manure Forks, Four Tine.....75%
Manure Forks, Five and Six Tine...70%
Grain or Barley Forks.....70&10&2½%
Heavy Mill, Manure or Street Forks.75%
Oyster Forks.....40&5%
Potato Digging Forks.....65%
Potato Scoop Forks.....50%
Shaving Forks.....40&5%
Sluice Forks.....40&5%
Socket Hay Forks, Four Tine..66⅔&5%
Socket Manure Forks, Four Tine....70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanner's Forks.....40&5%
Hay Forks, Three Tine, Standard Size.....66⅔%
Hay Header and Baler Forks, Three Tine.....67½&2½%
Hay Forks, Two Tine, Standard Size.....65%

Fruit, Wine and Jelly Presses.

Enterprise.....25@30%

Fry Pans—

Acme Fry Pans.....70@70&5%
Burnished, regular goods....75@75&10%
Standard List.....70&10@75%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₩ 1000 ft. $4.50.....25%
Common Cotton Fuse, ₩ 1000 ft. $4.75.....25%
Single Taped Fuse, ₩ 1000 ft. $8.00.25%
Double Taped Fuse, ₩ 1000 ft. $10.00.....25%

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....33⅓%
Clapboard.....25&10%
Marking, Mortise, etc..55&10@55&10&10%
Stanley's.....60&10%
Stanley's Chisel.....20&10%
Starrett's Surface, Center and Scratch.....25&10%
Copeland Champion Bit, ₩ doz. $2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10 & 10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%
Swan's, German Pattern.....40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—

Tinned.....30&10@40%

Graters—

Champion Nutmeg.....₩ doz. $9.00
Edgar's Nutmeg.....₩ gro. $10.50..10%
Enterprise.....25@30%
Rotary Nutmeg.....₩ gro. $9.00

Griddles—

Cronk's.....70%

Grindstone Fixtures—

P., S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%
Stowell.....55&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....35%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co.....50&10%
Henry Cheney Hammer Co.:
Handled Claw.....40&10%
Machinists'.....50&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40%
H. & B., Tack.....50&10%
Maydole's.....33⅓&5@10&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.33⅓&5%
Engineers and B. S. Hand....50&10%
Y. & P., A. E. Nail.....33⅓&5%
Other Brands.....40&5%
Sargent's New List.....40@40&10%
Ulrich's Handy.....₩ doz. $3.00
Verree.....50&10%
Warner & Noble's New List.....25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb.....₩ lb 40c
3 to 5 lb.....₩ lb 36c } 70@70&10%
Over 5 lb.....₩ lb 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....35%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's.....50&10%
Chest Handles, Stearns' No. 1, Door or Thumb.....80c.70%

Nos.	0	1	2	3	4
₩ doz.	$ .90	$1.00	$1.08	$1.85	$1.50

50&10%

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Drawer Handles....60%
Ring Handles....70%
Roggin's Latches....35@35&10%
Shelf Box Handles....65%
Trunk Handles....60%
Tub Handles....60&10%

STORE DOOR HANDLES—

Bronzed, with Cylinder Lock....50%
Bronzed....50@50&10%
Japanned, with Nuts....45&10%
Japanned, with Plate....45&10%
Japanned, without Plate....45&10%

DOOR PULL—

Bar....60@60&10%
Barn Door....50&10%
Chest and Lifting....60@60&10%
Drawer Pulls....50&10@60%
Plain B. M....60@60&10%
Push Plates, Sargent's List. 60@60&10%
Sash Pull Plates....70&10%
Sash Pulls....60&10&10%
Window Pulls....66⅔%

WOOD—

Auger, assorted....₱ gr. $2.25@2.50
Auger, large....₱ gr. 3.00@3.25
Auger, Douglass' Pat., ₱ set, No. 1. $1.0 ; No. 2, $1.40. 60&10%
Auger, Ives' Pat., No. 1....60&10%
No. 2 to 32....40%
Auger, Swan's Pat., ₱ set, No. 8, $1.00; No. 4, $1.25....25&10%
Brad Awl....₱ gr. $1.75@2.00
Chisel, Worcester, Leather Cap'd.. 1.50
Disston's Crosscut....50%
File, assorted....₱ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.50
Firmer Chisel, Apple, large, ₱ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork..60&10@60&10&5%
Saw and Plane....40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—

Atkins....40%
Champion....45@45&10%

Hangers—

American Trackless....33⅓&20%
Barn Door, old pattern....60&10%
Barn Door, New England....66⅔@70%
Barry, $6.00....50&10%
Best Anti-Friction....60&10%
Challenge Barn Door....50%
Cronk's Roller Bearing, No. 0, $15 00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel, cov'd, Loose Axle....60%
Coburn....40%
Davis Parlor Door....50@50&5%
Duplex (Wood Track)....60&10&5%
Kidder's....50@50&10%
Lane's Barn Door:
Barn Door, Standard....60%
Covered....50&10@50&10&10%
Special....50&10@60%
No. 50....50&10@60&5%
New Model, Tinned....30&10@40%
Parlor, Standard....40&40&5%
Manhattan....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00. ₱ dozen pairs....60&10%
Richards' Single Track, Steel....40&10%
Richards' Anti-Friction....50%
Stearns:
Single Track, No. 5....30&20%
Gem....60%
Royal....60%
Challenge....60%
Warner, 1 and 2....40%
Stowell Mfg. Co.'s Barn Door:
Badger....60&10%
Climax....55&5%
Interstate....60%
Magic....50%
Matchless, Covered....50&10%
Nansen, Roller Bearing....50&10%
Parlor Door....50%
Wild West....50&5%
Zenith, for Wood Track....55&5%
Baggage Car Door....33⅓&5%
Elevator....40%
Railroad....55&5%
Street Car Door....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00. 60&10&2½&5%
Warner's Patent....20&10&10%
Wilcox....40%

Harness Snaps—

See Snaps.

Hasps and Staples—

McKinney's "Perfect," $1.10 ₱ doz. 40&10%
Wrought....80&10@85%
Wrought, Stanley....80%

Hatchets—

See Axes.

Hay Hooks—

Humason & Beckley....60&10%

Hay Racks—

Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point .50%
Auburn Straw....40%
Lightning, from jobbers....60&5%
Wadsworth's....40%

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate, Rolled Raised....70%
Plate Hinges, "Providence," 6 to 12 in., ₱ lb, 5c., 14 to 36 in., ₱ lb, 4c.
Screw Hook and Strap, 6 to 12 in., ₱ lb. 3½@3¾c.
Screw Hook and Strap, 14 to 20 in., ₱ lb. 3¼@3½c.
Screw Hook and Strap, 22 to 36 in., ₱ lb. 3@3¼c.

STRAP AND T HINGES—

Light Strap Hinges..66⅔@66⅔&10&10%
Heavy Strap Hinges....70@70&10&10%
Light T Hinges....50&10@60&10%
Heavy T Hinges 60&10@60&10&10&10%
Extra Heavy T Hinges....66⅔@70&10%
Long Chest Hinges....45@50&10%
Hinge Hasps....40@50&10%
Crate Hasps....45@50&10%
Crate Hinges....66⅔@70&10%

SPRING HINGES—

Bommer's....33⅓%
Bardsley's Patent Checking....15%
Chicago....25%
Champion....60%
Kell's American....30%
Matchless, Double Acting Pivot....25%
New Idea, No. 1....₱ gr. $7.50
New Idea, No. 2....₱ gr. 13.00
Rex....₱ gr. 13.00
Royal, Japanned....66⅔%
Rubber....66⅔%
Sargent's List, 1894:
Bronze Metal....70&10&10%
Japanned Surface, Single....70&10%
Japanned Surface, Double....60&10%
Mortise....70&10%
Model....70@70&10&10%
Tuscan Surface, Single....70%
Tuscan Surface, Double....60&10%
Vigilant....60%
Stearns....75%
Union Spring Hinge Co.'s List, March, 1894....20%
Union Mfg. Co....25%
Van Wagoner & Williams Hdw. Co.:
Acorn....₱ gr. $12 50
Acme....30%
Acme, Brass....20%
American....30%
Clover Leaf....₱ gr. $12.50
Columbia, No. 14....₱ gr. 9.00
Columbia, No. 18....₱ gr. 25.00
Crown....30%
Gem....2½%
Knoxall....₱ gr. $9.00
Oxford....25%
Wiles', No. 1, ₱ gr., $16.00; No. 2, $18.00

GATE HINGES—

Automatic....₱ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz. $7.80....60%
N. E., Reversible, ₱ doz. $5.60....60%
N. Y. State, ₱ doz. $4.90....60%
Shepard's, Nos. 1, 2, 3....60&10%
Western, ₱ doz. $4.20....60%

BLIND HINGES—

Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3....70&10%
Mortise Gravity....50%
Nos. 1, 3, 5....70&10%
Nos. 40 and 50....70%
Huffer....58@60%
Parker....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13....70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5....70&10%
Champion Gravity Locking, No. 75....70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5....70&5%
Double Locking, Nos. 20 and 25...70%
Empire, Nos. 101 and 103....70%
Niagara Gravity Locking, Nos. 1, 3 and 5....70&10%
Noiseless, Nos. 50, 60, 65 and 55..80%
O. S., Lull & Porter....80&10%
Pioneer, Nos. 060, 45 and 5½....70%
Steamboat Gravity Locking, No. 10....70&10&5%
Stenger's Positive Locking....70%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ₱ doz. sets
Stanley's Rolled....20&10%
Stanley's Rolled Center....30%

Hitching Cords—

Covert Mfg. Co....45%

Hoes—

Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes....65%
Cotton Hoes....70&10&10&5&2%
Cotton Chopper Hoes....75&10&7½%
Garden Hoes....75&2%
Harper's No. 7 Mortar Hoes....65%
Jersey Hoes....65%
Kretzinger, Cut-Ezy....75&5%
Ladies' Cotton Hoes....75&10&7½%
Laid Steel Edge Hoes....25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes....75&7½&2%
Planter Hoes, Regular Pattern...70&80%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes....75&10&2%
Special Mortar Hoes....40&10&2½%
Sunhem Meadow Hoes....75&5&2½%
Tobacco Hoes....75&20%
Toy Ladies' and Boys' Hoes..70&10&10%
Truck Hoes....50&10&2%
Warren Hoes....60%
Weeding Hoes and Rakes....75%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—

Lalance & Groejean Mfg. Co.:
Agate-Nickel-Ware....40&10%
Pearl, Agate....40&10%
Peerless Enameled-Ware....70%
Crystal Steel-Ware....50&10%
Blue and White-Ware....40&10%
White-Ware....33⅓&10%

STOVE HOLLOW-WARE—

Ground....60&10&10%
Unground....70&5%

WHITE ENAMELED WARE—

Boilers and Saucepans....45@50%
Maslin Kettles....70@70&10%
Tinned Boilers and Saucepans...45@50%

SILVER-PLATED—

4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co....40&5%
Reed & Barton....40&5%
Rogers & Brother....40&5%
Simpson, Hall, Miller & Co....40&5%
William Rogers Mfg. Co....40&10%

Hooks—

AGRICULTURAL—

Potato, all kinds....70%
Manure....70%
Iowa F. T. Co.'s Clam....60&10&2½%

BUSH—

Jennings & Griffin's....33⅓&5%

CORN—

Kretzinger Cut-Ezy....₱ doz. $3 net

CAST IRON—

Bird Cage, Sargent's list....60&10&10%
Bird Cage, Reading....60@60&10%
Bird Cage, Williamson....50%
Ceiling, Sargent's list....50&10%
Chandelier....70%
Clothes Line, Sargent's list....50&10%
Coat and Hat, Sargent's list....50&10%
Coat and Hat, Reading....60&10%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....55%
Picture....75%
Screw Hat....70%
Stowell's:
Clothes Line....70%
Harness....70%
Hotel & School House....70%
Wardrobe....55%

WROUGHT IRON AND STEEL—

Cotton....₱ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works)....20%
Hammock Hooks, E. C. Stearns, ₱ doz....50c
Picture, T. & S. Mfg. Co....75%
Tassel, T. & S. Mfg. Co....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley....80&10%

WIRE—

Atlas Coat and Hat....45%
Belt....50%
Crescent, Coat and Hat....60%
Wire Coat and Hat, Acme....60%
Wire Coat and Hat, Gem....66⅔%
Wire Ceiling, Gem....66⅔%
Wire Coat and Hat, Standard....45%

MISCELLANEOUS—

Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass ... No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass....60&10%
Hooks and Eyes—Mal. Iron..70&70&10%
Cotton, Box and Hay....60@60&10%

Horse Clippers—

See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&10%
American, all sizes						10½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin	19c	17c	16c	15c	14c	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—

Horse and Mule, per keg....$3.75
Burden's, all sizes....3.70
Bryden, Phœnix, Perkins, &c....3.75
Diamond State, Shoenberger, Crescent, &c....$3.75&5%
Factory Shipments.

Horse Ties—

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....30%

Hose, Rubber—

Boston Belting Co.:
"Boston"....50%
Competition....70%
Extra....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Ice Awls, Chippers, &c.—

Copeland Ice Pick....₱ gr. $9.00 net
Crown....net
Gem Ice Shave....net
Parker's:
Ice Box Chisel....₱ doz. $12.00
Ice Crusher, No. 3...₱ doz. 8.00
Ice Crusher, No. 2...₱ doz. 6.00
Ice Crusher, No. 1...₱ doz. 20.00
Ice Tools....₱ doz. 4.00
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, ₱ doz. $6.00..25@30%
No. 34, ₱ doz. 15.00..25@30%

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain....15@20%
Spun Brass, plated inside with White Metal....10@15%

Knives—

Ames':
Bread Knives, ₱ doz $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c....30%
Goodell's:
Bread Knives Ass'n list....net
Butcher....net
Shoe Knives....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base....10%
Base, Rubber Tip, 2½ in. Bead, ₱ gr. $1.50
Carriage, Jap....₱ gr. 80c..60%
Door Mineral, R. & E. list...45&10%
Door Por. Jap'd, " " ...45&10%
Door Por. Nickel, " " ...45&10%
Picture, Judd's....50&10%
Picture, Sargent's....60&10%
Yale & Towne Wood....net

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Latches—
Cronk's Sliding Door....60@60&10%
Lane's Barn Door....40@40&10%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A. (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel....75%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit....70&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25@30%
Gibbe' Arc....℔ doz. $10.00
Gibbs' Hustler....℔ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
℔ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle....45%

Lead Pipe, Etc. ℔ lb
Lead Pipe, full lengths....6¼c
Lead Pipe, cut lengths....7c
Lead Pipe, Tin Lined....12¼c
Block Tin Pipe....87½c
Sheet Lead, full rolls....7¼c
Sheet Lead, cut rolls....8½c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40....20%
Dean's, Nos. 1, ℔ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jenningg' Star....℔ doz. $1.90@2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....℔ doz. $6.00
30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....2½&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00 No. 1, $5.50; No. 2, $7.00; No. 3, $7.50 ℔ gross....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co....net prices
Champion Night Latches....40%
Moore's Elevator Door....40%
Norwalk Lock Co....40%
Plate....33⅓%
R. & E. Mfg. Co....45&10%
Reading Hardware Co....40%
Sargent & Co....40%
Yale....net prices
CABINET—
Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00....40%
Ames Sword Co....40%
Brown's Brass....25%
Brown's Chain....25%
Champion....40%
Eagle....40%
Scandinavian....90&25%
McWilliams....25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Cronk's Garden....33⅓%
Regular Goods....60&10%

Meat Cutters—
American....30%
Nos. 1 2 3 4 B 5
Each $5 $7 $10 $25 $50 $60
Dixon's....℔ doz. 33⅓%
Nos 1 2 3 4
$14 $17 $19 $30
Enterprise....25@25&7½%
Nos. 5 10 12 20 22 32
Each $2 $3 $2.50 $5 $4 $6
Hales Pattern, ℔ doz....70@70&5%
Nos. 11 12 13
$27 $33 $45
Home No. 1, ℔ doz. $28....60%
Little Giant....50& 0%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ℔ doz....45@45&10%
Nos. 1 2 3
$22 $30 $40
Woodruff's, ℔ doz....33⅓%
Nos. 100 150
$15 $18
Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter....℔ doz. $60.00

Meat Juice Extractors—
Enterprise....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Magnolia, Anti-Friction....25c
No Name....15c
Mystic....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent....℔ doz. $4.00, 40%
P. S. & W....35&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899....80@e0&5%
PICTURE—
Brass Head, Combination list....70%
Brass Head, Sargent's list....70@70&5%
Niles' Patent....40%
Porcelain Head, Comb'n list....40%
Porcelain Head, Sargent's list....50%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, ℔ doz....$9.00
Cyclops....35%
Eclipse....℔ doz. 18.00, 25&10&10%
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....℔ doz. $18.00, 20%
National....℔ doz. 24.00, 10%
Pelican....℔ doz. $9.00, 40@40&10%
Scranton, No. 2....℔ doz. $10.00
Scranton, No. 3....℔ doz. 9.00

Nail Sets—
Buck Bros....27½%
Cannon's Diam'd Point, ℔ gro. $12, 25%
Humason's....50&10%
℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon....$4.75
Corrugated....6.50
Knurled....9.00

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers— ℔ gro.
Acme, Japanned....$30.00..40%
Acme, Nickel Plated....80.00..20%
Turner & Seymour Mfg. Co....50%

Nuts—
Off list.
Hot pressed, square, blank....$4.70
Hot pressed, hexagon, blank....4.90
Hot pressed, square, tapped....4.50
Hot pressed, hexagon, tapped....4.70
Cold punched, plain, square, blank 4.00
Cold punched, hexagon, square, blank....4.00
Cold punched, plain, square, tapped....3.80
Cold punched, plain, hexagon, tapped....3.80

Oilers—
Brass and Copper....50&10%
Cushman & Denison's: ℔ doz.
Gem....$ .50
Leader....60
Perfect Oilers....1.50
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ℔ lb....$ .60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ℔ lb....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge, ℔ lb:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above..80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ℔ lb....70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ℔ doz.
8x2....$12.00
7x2....11.00
6x2....10.00
5x2....9.00
4x1½....7.00
3½x1....5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ℔ lb....$ .24
About 2x2x1½, extra selected....40
Discount, 33⅓%.
India Oil Stones....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Plumbago, Pure, ℔ lb $1.00....50&10%
Extra....60%
Standard, Fair Quality....70%
MISCELLANEOUS— ℔ lb
American Packing....8c@10c
Cotton Packing....13c@14c
Italian Packing....10c@12c
Jute....5c@5½c
Russian Packing....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ℔ doz.
Advance....$ 4.50
Baldwin....5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1898....each 16.00
Family Bay State....12.00
Improved Bay State....$27@30.00
Little Star....4.00
New Lightning....5.50
Penn....3.75
Perfection....4.00
Reading, 72....4.00
Reading, 78....7.00
Scott's Pat. Rotary....$15.00, 20%
Turntable, Old Style....4.50
Turntable, 1898....5.00
White Mountain....4.00
POTATO— ℔ doz.
Saratoga....$5.50
White Mountain....4.50

Pencils—
Dixon's: ℔ gro.
Carpenter's....$2.67@8.75
Carpenter's, Blue or Red Lead....4.00@7.50
Lead....2.18@4.38
Lumber....6.87
Mascot, Hexagon....3.75
Mascot, Round....3.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co....50&10%
Molding....40&5%
IRON PLANES—
Chaplin's Iron Planes....50&10@60%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&100
Miscellaneous....25&10%
Steer's Iron Planes....50&1%
PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky } 30&10@40%
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....20&5@25%

Pliers and Nippers—
Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70%
Fencing Pliers, ℔ doz. $12.00....25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb s Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ℔ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00....40&10
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ℔ doz. $12.00..30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 6% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%
Pocket Levels....70&1: @75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Stratton's Pat....25%
Wood's Extension Sight....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....℔ lb 8c
Joseph Dixon's....℔ gro. $5.75, 10%
Gem....℔ gro. 4 50, 10%

Poppers, Corn—
Round or square, ℔ doz. ℔ gro.
1 qt....$ .75 $ 6.50 } 10@
1½ qt....85 8.00 } 15%
2 qt....1.15 12.00 }
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers— ℔ doz.
Disston's Samson Digger....$34.00, 25%
Kohler's: ℔ doz.
Little Giant, No. 12....$12.00
Hercules, No. 25....10.00
Invincible, No. 6....9.00
Pioneer, No. 714....7.50
Lock Lever, No. 20....12.00
Universal, No. 49....12.00
New Champion, No. 37....6.00
Iron Handle, No. 38....7.00
Ryan's....℔ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in....70%
Vaughan's, 10 to 12 in....60%

Potato Hooks, etc.—
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—
See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw ...₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz.. 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No. 235, Fig. 408, Windmill Pump.....16.00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16.00
No. 268, Fig. 518, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

	Net
Torrent Pump Co.:	
Purifying Pump, each..	$3.00
Chain for same, ₱ foot	.11
Torrent C. P. Curbs, each	1.50
Same, fitted for 2-inch tubing	1.60
Poplar Tubing, ₱ 100 feet	4.50
2-inch Tubing, ₱ 100 feet	5.00
Galvanized Iron Tub'g, ₱ 100 ft	7.00
Couplings for same, ₱ pair	.15
Galvanized Chain, ₱ 100 pounds	6.00
Torrent Rubber Buckets	5.50
Victor Buckets, ₱ 100	7.50
Cleveland Buckets, ₱ 100	4.50
Torrent W. D.	50%
Roberts W D.	50%
Wood Suction Pumps	50%
Galvanized Iron Pumps	50%
Cyclone Force Pump	50%
Oatman Handy Hoops	40%
Eave-Trough Hangers	40%
Sprayers, ₱ dozen	$4.50
Acme Riveter, ₱ dozen	4.50
Dreyer Spoke Repairer, ₱ doz	.60
Roberts Chain, ₱ 100 feet	5.50

Delivered f. o. b., Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....25%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@35%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co., 20&2%

Rail—

	Barn Door, Light, In.	½	⅝	¾
	₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb. 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3 75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....52½%
Thousand, in bulk.....52½%
Thousand in papers.....52½%
Coopers', in bulk.....52½%
Block and Carriage, in papers...52½%
Hame.....52½%
Belt with Burrs, Tinned or Copper.....52½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

	Cotton Rope, Best,	₱ lb
	¼ inch and larger	13 @14c
	Medium, ¼ in. and larger	10 @12c
	Common, ¼ in. and larger	8½@10c

Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....14½@15½c
⅜ in.....15 @16 c
¼ and 5-16 in.....15½@16½c
Hay Rope, Medium.....14½@15½c
Sisal:
7-16 in. and larger.....9½c
⅜ in.....10 c
¼ and 5-16 in.....10½c
Med L'th Y'rn.....9½c
Hay Rope.....10 c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges.
Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 2%
Self-heating, Tailors'.₱ doz. $2.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....80@80&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 38c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@.0%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E Jennings & Co.'s:
Butcher.....25&10%
Hand Panel, Rip and other Saws 25@20%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....4%
Star, Saws and Bladee.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach s.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 8 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Tairtors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. 5.75@ 6.00
Union Platform Plain.... 2.00@ 2.10
Striped..... 2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....20%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—

Phillips:	₱ doz.
⅞ in., Style E, Fancy Screen Doors	$12.00
⅞-in., Style G, Common Screen Doors	7.75
⅞-in., Style K, Fancy Screen Doors	9.90
⅞-in., Style K4, Fancy Screen Doors	

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Window Screen Frames.....60%
Stearns:
Frames and Corners.....25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..℔ doz. $6.00 net
Electric Spiral No. 02..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's Nos. 5 and 10.....75%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point.....80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head.....70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head.....70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895.....70%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&5%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....℔ doz. 2.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....net
Grass.....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors'.....40%
Shears, Tinners'.....40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.90	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Sliçers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.... } 45%
Breast Strap Protector..... }
Double for Bits or Trace Carrier }
Trojan Snaps..... }
High Grade Snaps..... }
Jockey Snaps.....40%
Derby Snaps.....35%
Rope Snaps.....40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—½, ⅝, and ¾ inch, ℔.....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's.....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S.....90&30%
Common and Patent Brads.....70&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ℔ doz., net.....$1.00
Columbia, No. 2, ℔ doz., net.....1.50
Little Jack.....℔ doz.....1.00

Tapes, Measuring—
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1⅛.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch.....6.96

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track.....3.25
Common 6 in. Wood Sheave Pulley, Fig. 483.....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork.....each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 485.....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486.....℔ doz. 2.25
Hanging Hooks for Double Steel Track.....℔ doz. .65
Hanging Hooks for Single Steel Track.....℔ doz. .65
Hanging Hooks for Wood Track, 10 in.....℔ doz. .55
Hanging Hooks for Wood Track, 14 in.....℔ doz. .65
Malleable Frame K. P. Pulleys, Fig. 676.....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork.....each, 1.60
New Myers Iron Rod Car.....3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....℔ doz. 2.00
Rev. Car., Double Steel Track.....3.50
Rev. Car., Wood Track.....3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T.....3.50
Single Rail Steel Track with clamps.....℔ ft. .09

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Sprout's Shear Fork, each.....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track..... 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax.....50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent.....70@70&10%
Dickson's.....60%
Nickel Plated.....50&10%
Payson's Solid Grip, Nos. 303 and 304, ₱ 100. .....$12.00
Shaw's:
Copper Finished.....80&10%
Lever .....70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50, ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N 65%
Newhouse 40%
Victor .....70&5%

MOUSE AND RAT—

Erie Rat.....40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em-alive, ₱ doz.$2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal, ₱ gro.....$9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24.....$10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... 4.20
Reddy, No. 30..... 3.60
Reddy, No. 40..... 3.60
Reddy Rat Traps, No. 2..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering. 25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson.....25@25&10%
"Rose" Brick, Plastering and Moulders..... ..... 30@30&10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris 15%

PARALLEL—

Armstrong's:
Combination 50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bouney's Champion.....40%
Fisher & Norris Double Screw.. ...15%
Holland's 40%
Howard's.....40%
Little Giant Bench..... .....25&10%
Lowell Hand.....33⅓%
Millers Falls:
Mechanics'.....net@10%
Oval Slide.....50&10%
Ball Clamp..... ..45%
Gravity .....net
Hand 15%
Moore's.....20%
Parker's:
Regular .... 20@25%
Combination Pipe... .....55@60%
Oval Slide..... ... ...55@60%
Victor..... ....20@25%
Vulcan ....40@45%
Phenix .....20@20&10%
Prentiss.....20@25%
Sargent's 70%
Simpson's Adjustable..... .. 40%
Stephens.....25@33⅓%
Trenton ... . 40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide. 40%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 50%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. .....25&10%

Window Stop Adjusters—

Ives' New List.....40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, New List.30@30&10%
Cast Steel Wire.....50%
Copper Wire.....10%
Malin's Annealed and Tinned on Spools. .....60&10%
Malin's Brass and Copper on Spools.50%
Market Wire, Bright and Annealed:
Nos. 6 to 9.....70&10%
Nos. 10 to 18.....72½&5%
Nos. 19 to 26.....75&7½%
Nos. 27 to 36.....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9.....67½&5%
Nos. 10 to 18 .....70%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 .....72½&5%
Tinned:
Nos. 6 to 14.....70&10&5%
Nos. 15 to 18.... .....70&5&5%
Nos. 19 to 26 .....70%
Nos. 27 to 36 .....65&10%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported.....₱ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....75&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50@$1.75

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .30%
Iron..... .....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.20
Alligator.....70%
Baxter's.....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Patent Combination Black.....40&5%
Patent Combination Bright 40%
Bicycle:
Club 40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's ....30@33⅓%
Coes':
Genuine .....25&10&5&5&3%
"Mechanics'" ...25&10&10&5&5&3%
Coes' Pattern, Wrought Bar...60&5&@ 60&10%
Donohue's Engineer..... 40%
Eagle Pipe..... .... 50&10%
Gem 33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut 40%
Acme. .....60@60&5%
Bull Dog.....60&10%
Hercules 70%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895.....2%
Peerless Mfg. Co , list Feb., 1892.....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 68c
Linseed, City, Boiled, in barrels, ₱ gal. 70c
Out of Town on Spot.....₱ gal. 68c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton. $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... .... 2.40
In cans, 50 lb..... .... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.50
In cans, 3 lb..... ..... 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb	
Blue, Chinese 35	@40	c
Blue, Prussian 33	@38	c
Blue, Ultramarine 6	@30	c
Sienna, Italian, burnt & powdered 4½	@10	c
Sienna, Italian, raw & powdered 3	@ 7	c
Umber, Turkey, burnt 2½	@ 3½	c
Umber. Turkey, raw 2¼	@ 3½	c
Green, Chrome, Ordinary.... 5	@ 7	c
Green, Paris, in bulk 15	@16	c
Indian Red, American 2½	@ 3	c
Indian Red, English 4½	@ 8½	c

Colors in Oil—

Black Lampblack, best. 13	@15	c
Black Lampblack, common.. 7	@10	c
Blue, Chinese 35	@40	c
Blue, Prussian 32	@35	c
Blue, Ultramarine 16	@20	c
Sienna, burnt 12	@15	c
Sienna, raw. 12	@15	c
Umber, burnt..... 12	@16	c
Umber, raw... 12	@16	c
Brown, Vandyke 12	@16	c

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co., Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Masching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie. Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven. Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fence Ratchets.

Electric Oil Stove Co., Jackson, Mich.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Schneider & Trenkamp Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Stewart Iron Works, Cincinnati, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
Schneider & Trenkamp Co., Cleveland, Ohio.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport, Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.
Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.
A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.
E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
The Scranton & Co., New Haven, Conn.

Price Books.
Hardware Publishing Co., New York.

Pulleys, Hoisting.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Buckets, Rubber.
Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Chains.
Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Washers.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Punches.
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Estey Wire Works Co., New York.

Railroad Brasses.
Magnolia Metal Co., New York.

Rail, Barn Door.
Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Strops.
Smith & Hemenway Co., New York.

Reamers.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerators.
Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.
P. J. Conroy, Philadelphia.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Registers.
Berger Bros. Co., Philadelphia.

Riveters.
Standard Specialty Co., Salem, Ohio.

Rivets.
Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.
Salem Nail Co., New York.

Roofing and Roofers' Supplies.
L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.
Standard Paint Co., New York.

Rubber Buckets.
Torrent Pump Co., Cleveland, Ohio.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.
Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.
Mosler Safe Co., New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand Screens.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
Underhill, Clinch & Co., New York.

Screens, Wire.
Estey Wire Works Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Screw and Bolt Cases.
J. D. Warren Mfg. Co., Chicago.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screws, Set and Cap.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.

Screw Drivers, Electricians'.
F. E. Ducharme & Sons, Shelburne Falls, Mass.

Screw Plates.
Alfred Field & Co., New York.

Scythes and Grass Hooks.
Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Seal Presses.
Charles Morrill, New York.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Ship Tools.
Underhill, Clinch & Co., New York.

Shovels.
Allerton-Clarke Co., New York.
Underhill, Clinch & Co., New York.

Silver Ware.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Sink Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.

Skates.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.
Underhill, Clinch & Co., New York.

Spark Guards.
Dow Wire Works Co., Louisville, Ky.
Estey Wire Works Co., New York.
Gilbert & Bennett Mfg. Co, New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.

Spikes.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.

Spoke Repairers.
Torrent Pump Co., Cleveland, Ohio.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York.

Sporting Goods.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Springs, Wire.
Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Tuck Mfg. Co., Brockton, Mass.

Spring Cotters.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Standard Tool Co., Cleveland, Ohio.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares, Steel.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Stamping.
Clark & Cowles, Plainville, Conn.

Staple Pullers.
Cronk Hanger Co., Elmira, N. Y.
Smith & Hemenway Co., New York.

Stay Rollers.
Cronk Hanger Co., Elmira, N. Y.
JohnH. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Steel.
Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Steel Traps.

Hawkins Co., Waterbury, Conn.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, Ohio.
Pike Mfg. Co., Pike Station, N. H.

Store Fixtures.

Bicycle Step Ladder Co., Chicago.
J. D. Warren Mfg. Co., Chicago.

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See Trucks, Store.

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J. L. Prescott & Co., New York.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.

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Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co. 4
Allerton Clarke Co. 55
American Cutlery Co. 62
American Railway Supply Co. 59
American Shearer Mfg. Co. 60
Ames Sword Co. 11
Arcade File Works. 55
Arcade Mfg. Co. 2
Armstrong Mfg. Co. 7
Atkins (E. C.) & Co. .... *
Atlas Bolt & Screw Co. 78
Atlas Mfg. Co. 1
Audit Co. (The) of New York. .... *
Ausable Horse Nail Co. 3

B

Baeder, Adamson & Co. 5
Baldwin Refrigerator Co. .... *
Barnes (Wallace) Co. 57
Barnett (G. & H.) Co. 78
Berger Bros. Co. 14
Berger, L. D. 4
Bicycle Step Ladder Co. 10
Bliss (R.) Mfg. Co. 4
Boardman (Luther) & Son 59
Bommer Bros. 78
Boston Belting Co. .... *
Brass Goods Mfg. Co. 62
Broadway Bicycle & Sundry Mfg. Co. 59
Bruce & Cook 16
Bryan Mfg. Co. 4
Buffalo Emery Wheel Co. 57
Burr Mfg. Co. 4

C

Capewell Horse Nail Co. 78
Cary Mfg. Co. 62
Chadborn & Coldwell Mfg. Co. 17
Champion Safety Lock Co. 59
Chandler & Farquhar 7
Chatillon (John) & Sons 4
Chatillon (John) & Sons .... *
Chilton Paint Co. 60
Cincinnati Screw & Tap Co. 1
Clark & Cowles 5
Cleveland Galvanizing Works. 59
Cleveland Stone Co. 7
Cleveland Twist Drill Co. 78
Clinton Wire Cloth Co. 77
Coates Clipper Mfg. Co. 11
Coes Wrench Co. 7
Coldwell Lawn Mower Co. 58
Conroy (P. J.) Co. 57
Contractors' Plant Mfg. Co. 59
Covert Mfg. Co. 1
Cronk Hanger Co. 15

D

Cushman & Denison 41
Dangler Stove & Mfg. Co. 77
Deming (The) Co. 78
Detroit Fence Co. 51
Dixon (Jos.) Crucible Co. 5
Doebler Mfg. Co. 11
Dow Wire Works Co. 16
Ducharmes (The) & Co. 1
Dunbar Bros. 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eclipse Refrigerator Works. 13
Ellis & Helfenberger 60
Enterprise Mfg. Co. of Pa. 8
Erie Specialty Co 2

F

Field (Alfred) & Co. 10
Field (Alfred) & Co 14
Fitch (W. & E. T.) Co. 1
Fuller Bros. & Co. 2

G

Gilbert & Bennett Mfg. Co. 77
Glidden Varnish Co. 52
Goodell Co. 14
Graham (John H.) & Co. 8

H

Hanson & Van Winkle Co. 2
Hardware Publishing Co. 6
Hardwaremen's Exchange. 60
Harkins (T. B.) Foundry Co. 10
Harrington & Richardson Arms Co. 7
Harrison Bros. & Co., Inc. 18
Hartley & Graham 1
Hawkins Co. 77
Heinisch's (R.) Sons Co. 5
Holmes & Edwards Silver Co. 10
Howard Iron Works. 2

I

Iowa Farming Tool Co. 57
Ives (H. B.) & Co. 1

J

Jennings (C. E.) & Co. 1
Jennings (Russell) Mfg. Co. 2

K

Keuffel & Esser Co. 3
Kimball Bros. 14
Kohler (F. E.) & Co. 4

L

Lafin & Rand Powder Co. 1
Lafin & Rand Powder Co 51
Lane Brothers Co. 2
Leather and Brass Mfg. Co. 17
Leete, C. H. 60
Leonhardt & Co. 7
Litchfield, J. M. 59

M

Magnolia Metal Co. 1
Major Cement Co. 51
Marsching (J.) & Co. 5
McKinney Mfg. Co. 17
Meyers (Fred. J.) Mfg. Co. .... *
Miles, Franklin S. 3
Morrill, Charles 17
Mosler Safe Co. 18
Mugford, A. 2
Myers (F. E.) & Bro. 16

N

National Sewing Machine Co. 9
New Domestic Sewing Machine Co. 15
New Jersey Wire Cloth Co. 75
New York Stamping Co. 77
Newton, Wm. M. 2
Nicholson File Co. 78
Niles Mfg. Co. 2
North Bros. Mfg. Co. 59

P

Payson Mfg. Co. 2
Pelouze Scale & Mfg. Co. .... *
Pike Mfg. Co. 9
Plume & Atwood Mfg. Co. 16
Prescott (J. L.) & Co. 1
Prevost, T. L. 59
Pugh, Job T. 10

R

Reading Hardware Co. 11
Remington Arms Co. 10
Robertson, Arthur R. .... *
Rodgers (Joseph) & Sons 10
Russell & Erwin Mfg. Co. .... *

S

Salem Nail Co. 59
Samson Cordage Works 1
Sargent & Co. 57
Scranton (The) & Co. 1
Seaman (D. C.) & Co. 60
Sears, Roebuck & Co. 77
Silver Mfg. Co. 2
Smith (Wm. G.) & Co. 59
Smith & Egge Mfg. Co. 18
Smith & Hemenway Co. 57
Sommer's (John) Son 78
Standard Paint Co. 18
Standard Tool Co. 1
Stanley Rule & Level Co. 51
Stebbins (Chas. J.) & Co. 3
Stimpson (Edwin B.) & Son. 78
Sudlow, John W. 77

T

Tabor Revolution Counter. 57
Taylor (A. V.) & Co. 5
Thacher Belting Hook Co. 5
Torrent Pump Co. 62
Tower & Lyon 12
Townsend, C. C. & E. P. 60
Tryon (Edw. K.) Jr. & Co. 17
Tuck Mfg. Co. 11

U

Underhill, Clinch & Co 3
Underhill, Clinch & Co 11
Union Hardware Co. 12
Union Metallic Cartridge Co. 1

V

Van Dorn Iron Works. 60
Van Wagoner & Williams Hdw. Co. 78
Voigt, Starr & Co. 5

W

Warren (J. D.) Mfg. Co. 11
Williamson W. N. Co. 7
Wilmot & Hobbs Mfg. Co. 18
Wood (Wm. T.) & Co. 16

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PAGE 39.

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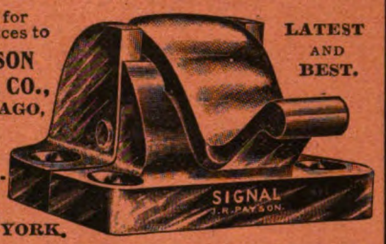
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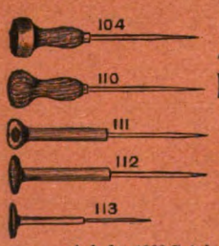
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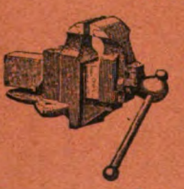
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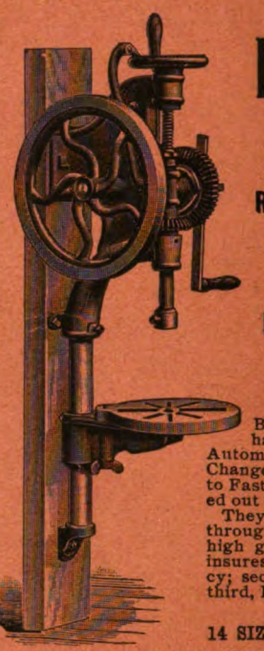
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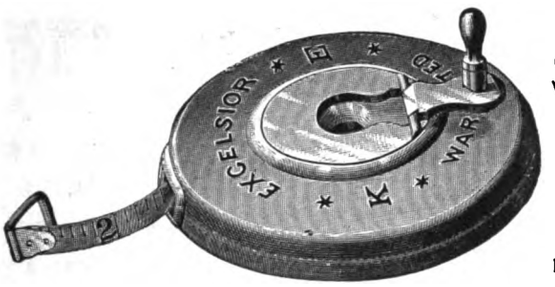
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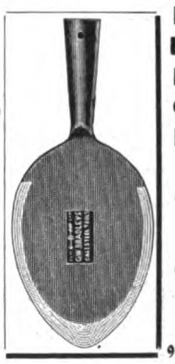
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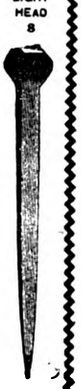
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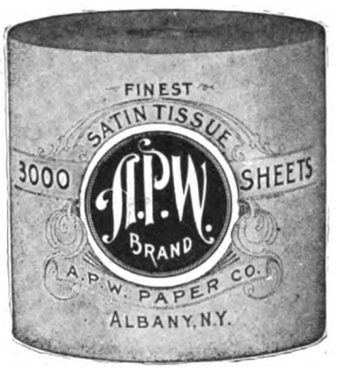
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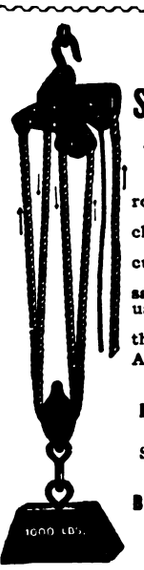
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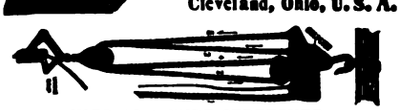
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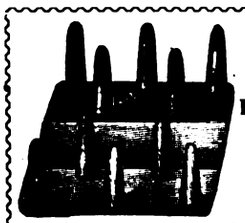
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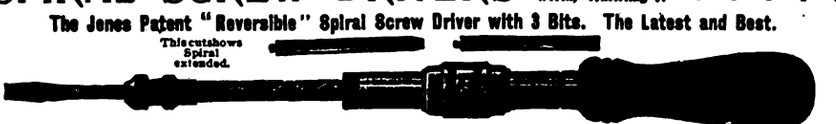
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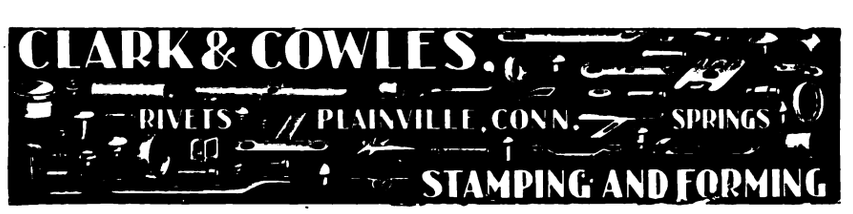
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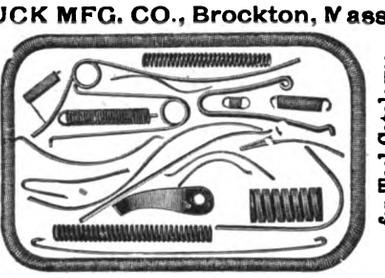
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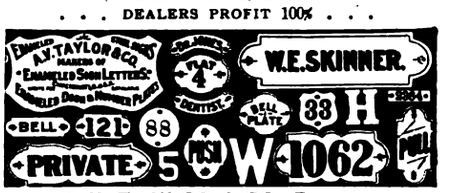


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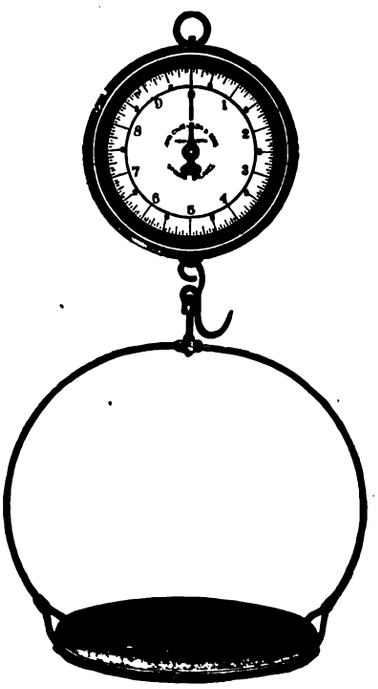
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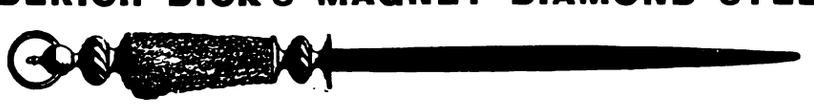
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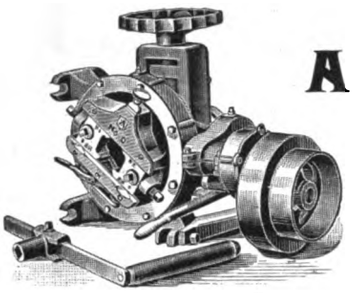
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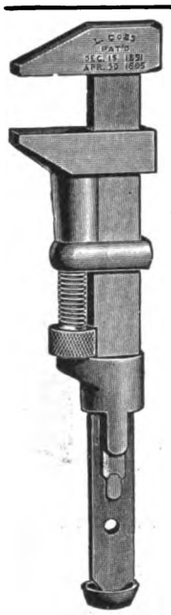


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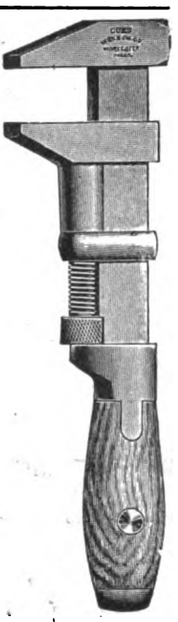
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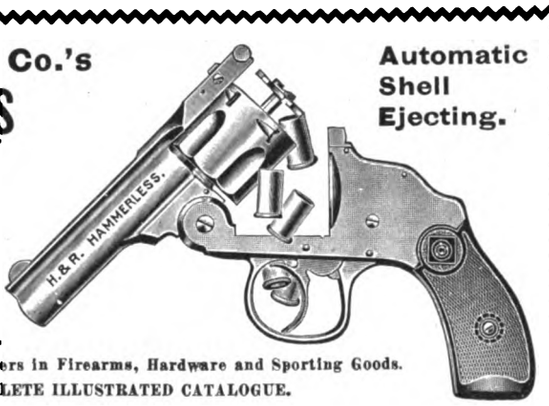
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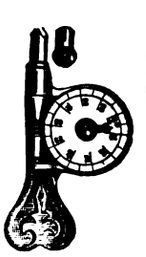
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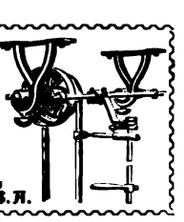


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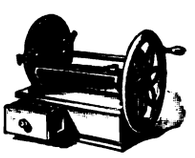
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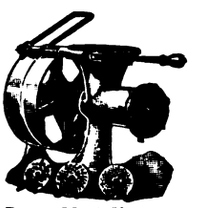
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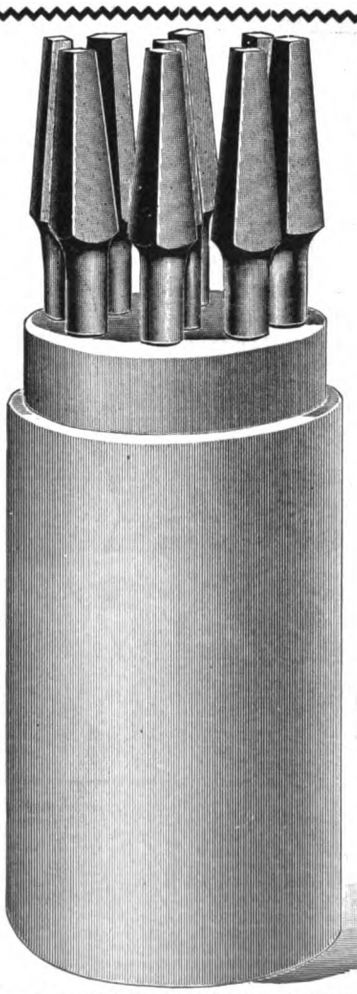
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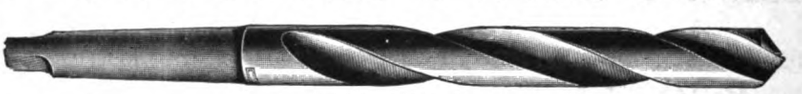
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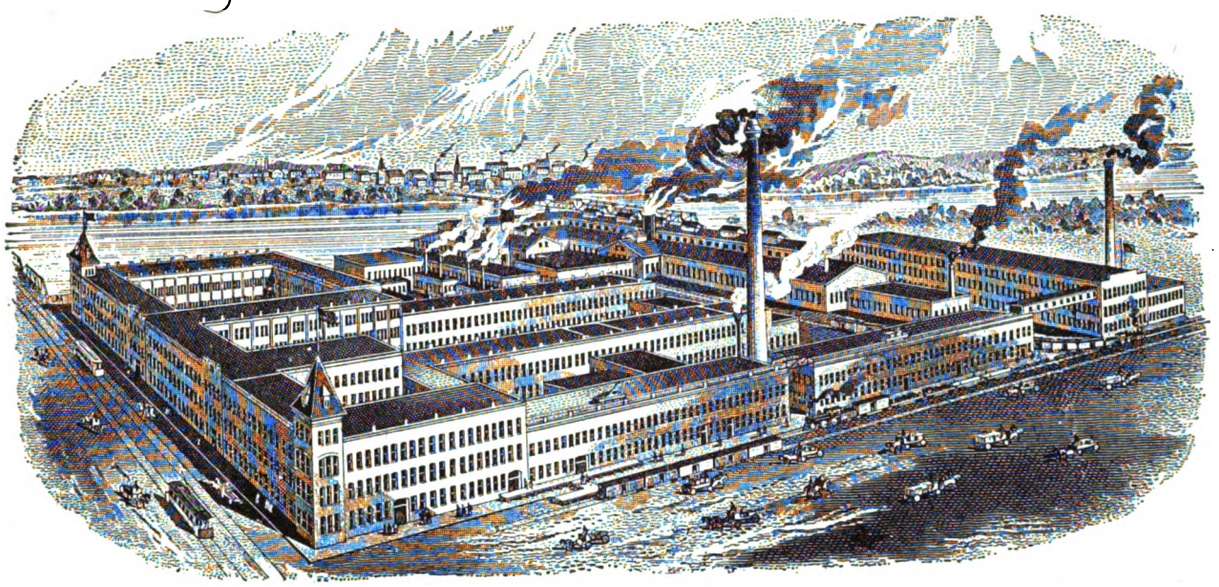
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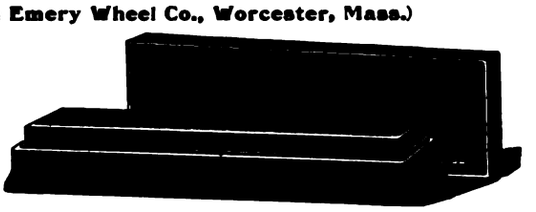
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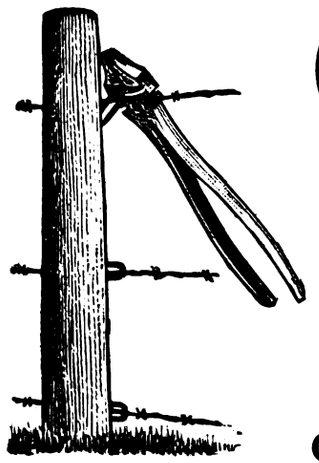
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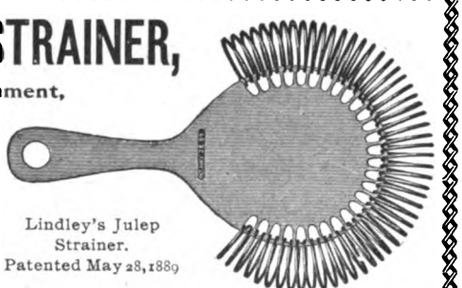
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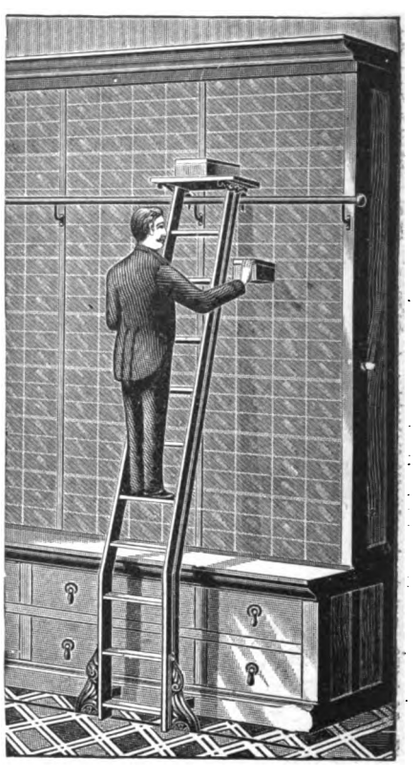
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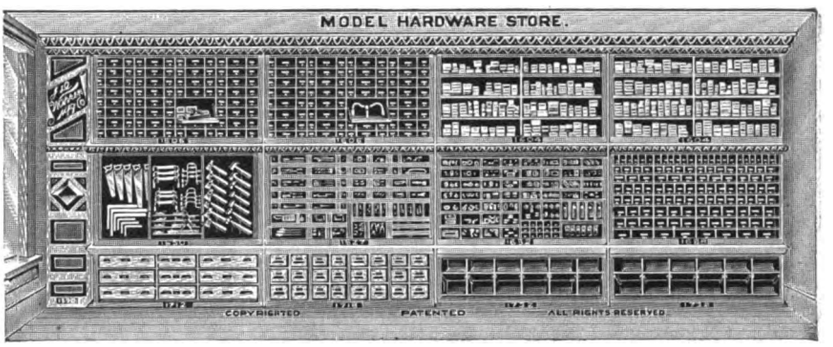
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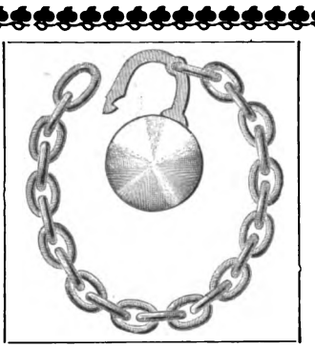
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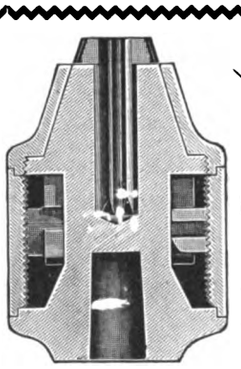


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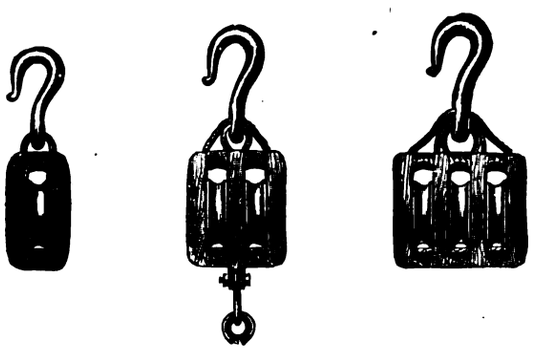
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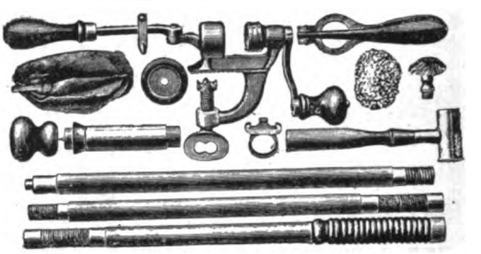


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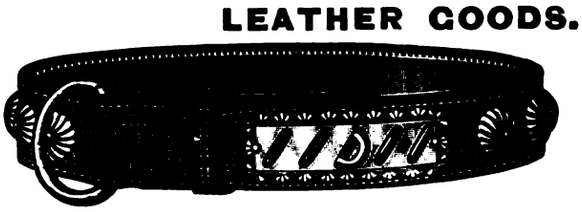
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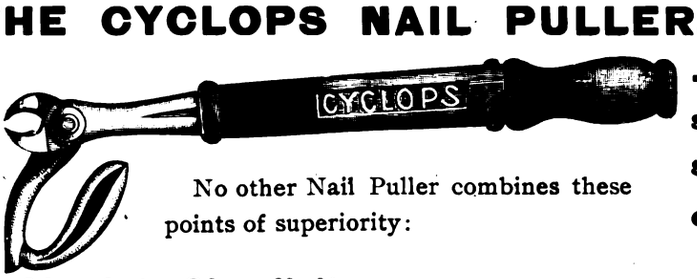
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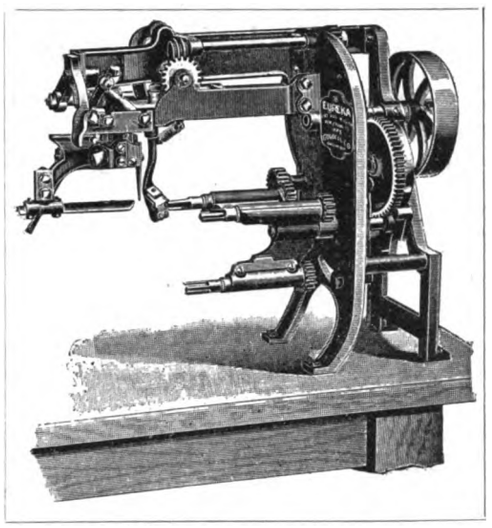
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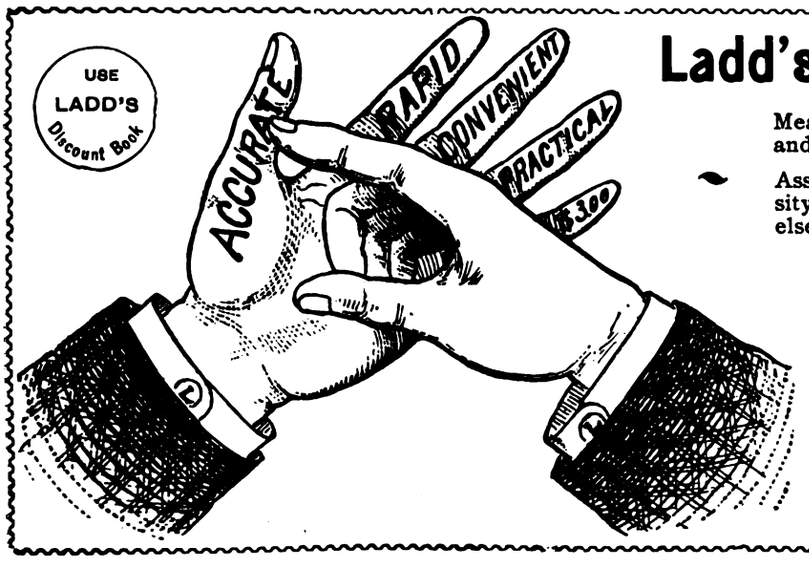
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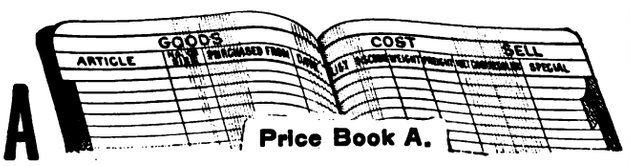
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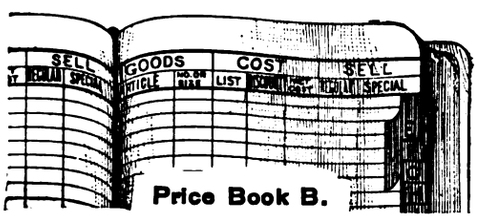
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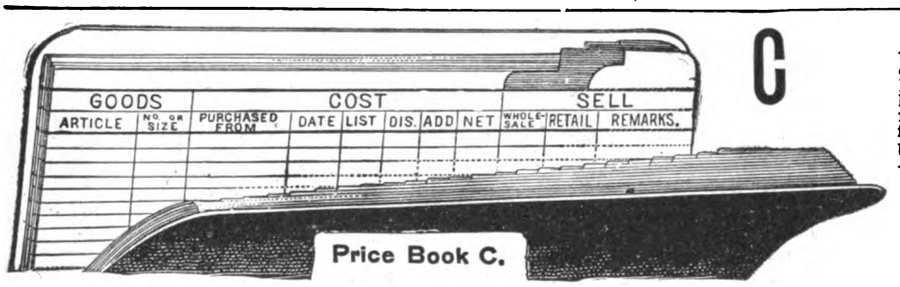
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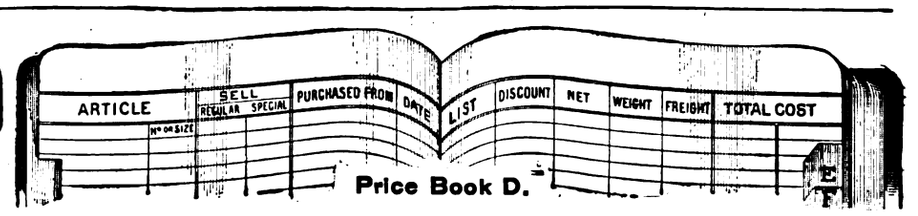
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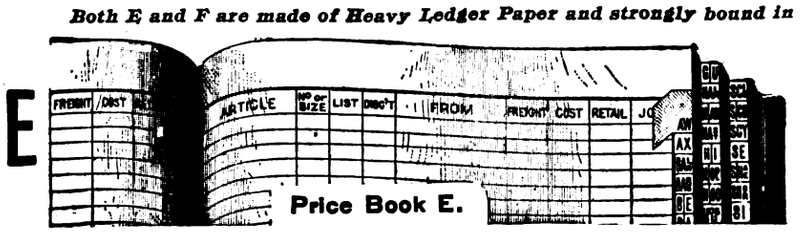


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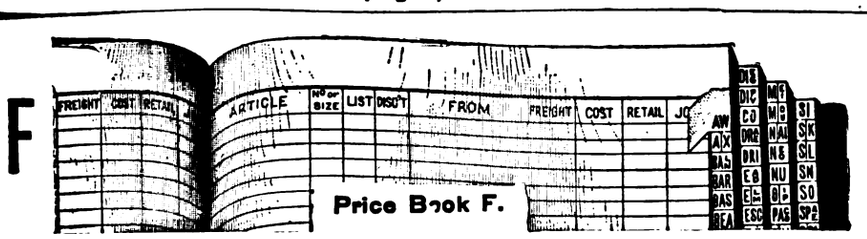
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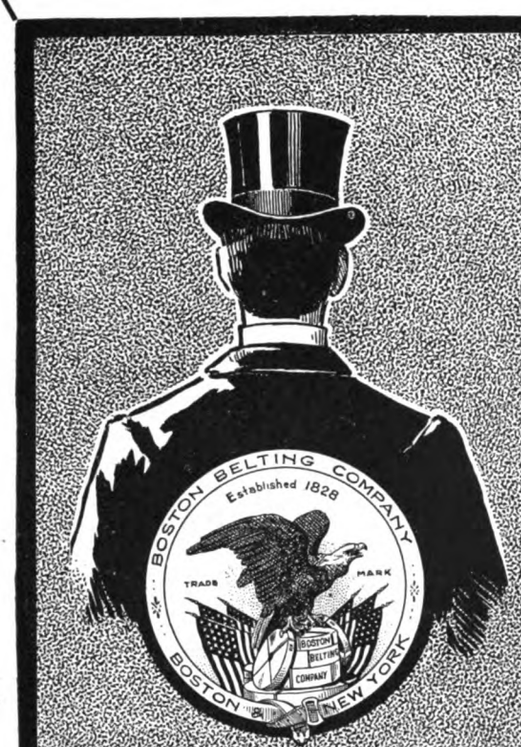
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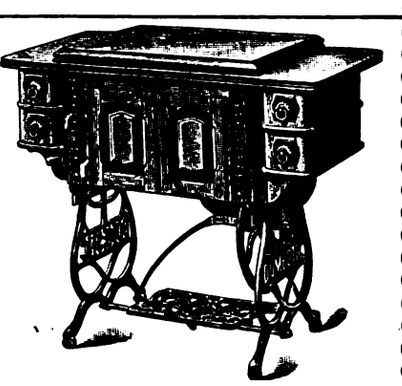
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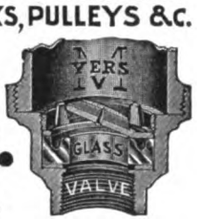


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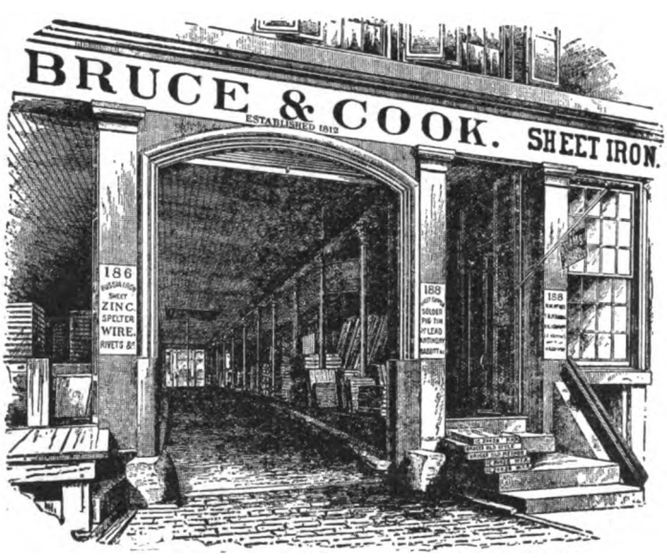
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Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Shoes.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.
Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.



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WM. T. WOOD & CO., Arlington, Mass.

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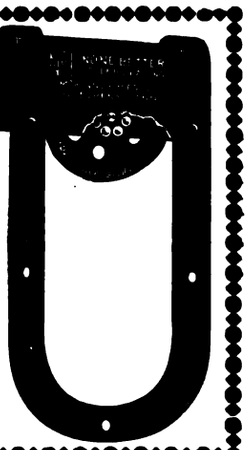
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Our Goods are all right. - - - Our Prices are all right.

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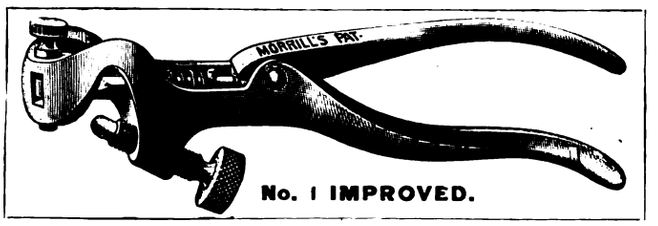
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Registered, Pat. No. 80,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



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For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

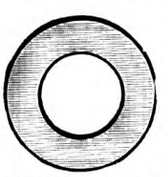
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Apollo,	-	$35.00 List
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All with Guaranteed Tires and up-to-date features.

BICYCLE SUNDRIES,
FISHING TACKLE,
GENERAL SPORTING GOODS.

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Send for Catalogues mentioning "Hardware."

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Plans, Specifications and Estimates furnished on all kinds of Bank Vault and Safety Deposit Work, and Fire and Burglar Proof Safes, Etc.

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PADLOCKS. . .

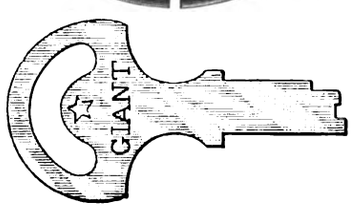


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



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BRIDGEPORT, CONN.

Are You

looking for goods to add to your stock, the sale of which will materially increase your profits?

If You Are

why not take advantage of the opportunity offered by the

HARRISON PAINTS.

They are reliable and made in such a variety as to make it an easy matter to select a line.

Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Road,

PHILADELPHIA.

117 Fulton St., NEW YORK. **27 Lake St., CHICAGO.**

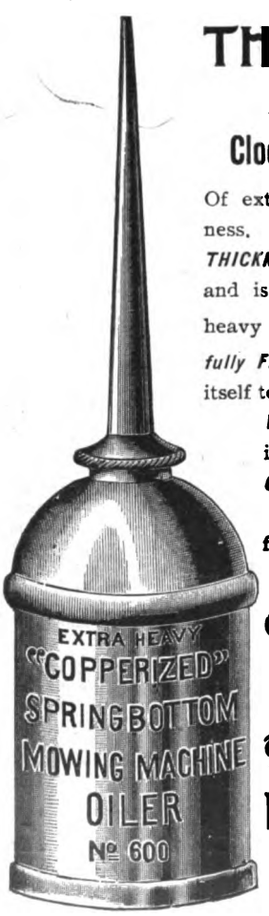
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HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The ***CYLINDER*** is of ***DOUBLE THICKNESS*** around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** ***Beautifully Finished*** It readily commends itself to all ***AGRICULTURAL*** and ***HARDWARE DEALERS*** on account of its ***Elegance, Durability*** and ***Cheapness.***

Special price on large orders from the Jobbing Trade.



ORDER NOW FOR SPRING DELIVERY.

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P. & B. Ruberoid Roofing.

The acknowledged STANDARD among Ready Roofings. While "Imitation" is conceded to be "the sincerest flattery," reputable dealers should be on their guard against imitation goods claimed to be "as good as"

RUBEROID.

No Roofing ever placed in market has approached its record of years of commendation from all who ever used it. The wrapper about the roll must bear the trade-mark and the words

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Write for full description, samples and prices.

The Standard Paint Co.

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HARDWARE

The annual meeting of the New England Iron and Hardware Association was held at the Point Shirley Club, Boston Harbor, on Tuesday, June 19th. The principal business of the meeting was the election of officers for the ensuing year, which resulted as follows: President, William Chamberlain, Portland, Me.; Vice-President, Allan J. Chase, Boston; Clerk, John T. Boyd, Boston; Treasurer, C. H. Breck, Boston; Directors: William Chamberlain, John T. Boyd, C. H. Breck, Allan J. Chase, John H. Robbins, E. P. Sanderson, Oscar A. Shepard, Peter E. Strauss, H. W. Waite. A banquet was served after the conclusion of the business meeting, entirely of an informal character, however, and the menu was thoroughly enjoyed by all present.

Among a number of other improvements, The Jackson Shear Co., Fremont, O., are installing a new power plant of 250 H. P. and a 200 H. P. Atlas Corliss engine. An electric lighting plant and blowers for collecting dust are also being added to their present facilities for increasing their product.

The Riflemen's Record and Score Book issued jointly by The King Powder Co. and The Peters Cartridge Co., as well as their little booklet, "Hints on King's Semi-Smokeless Powders and Peters' Cartridges," have proved so exceedingly popular to the shooting fraternity that they have been forced to issue several editions. These books are sent free to any pistol or rifle man desiring them. Address the King Powder Co., Cincinnati, O.

S. R. Slaymaker has purchased from the Slaymaker-Barry Co., of Connellsville, Pa., of which company he has been, for the last twelve years, President and General Manager, all their stock of locks, Hardware, etc., patents, patterns, etc., of their Lock and Hardware Departments, also their large factory at Lancaster, Pa., in which he has placed the most modern equipment for manufacture of the class of goods above referred to. It is his intention to manufacture at Lancaster the full line of S. B. Co. specialties in padlocks, door locks and Hardware, adding new goods from time to time as requirements of trade will justify. John H. Graham & Co., 113 Chambers Street, New York, N. Y., are general sales agents for this line of goods.

Simmons Hardware Co., St. Louis, have recently increased their capital stock from $3,000,000 to $4,500,000 by the issuance of $1,500,000 second preferred paid-up stock, bearing 8 per cent. dividend, and non-cumulative. This second preferred stock was allotted to each holder of the common stock, on the basis of one share of second preferred for one share of common stock, thus coming to them as a stock dividend.

H. A. Gordon, corner Third Avenue and Sixth Street, New York, has recently opened a new store at 219 State Street, Perth Amboy, N. J. As his intention is to carry a complete stock of Hardware in both places, he desires to receive catalogues of Hardware and housekeeping specialties from manufacturers, in view of stock requirements of the future.

Late orders received by the J. D. Warren Mfg. Co., of Chicago, for Warren Cabinet Shelving were from C. B. Scott, Scranton, Pa.; Johnson, Peterson & Co., Hector, Minn.; Agard Hardware Co., Torrington, Conn., and J. H. Schmidt, Elkport, Ia., the latter placing his second order for an extension to his present outfit purchased last year.

George Wright, 121 Fulton Street, New York, is engaged in the preparation of a large volume which will be published under the name of "America's Greatest Manufacturers." As it will include the metal and engineering trades, it will be similar in character to the one published by him in Great Britain four years ago under a similar name, applying only to Great Britain. The cost of the book, it is intended, will be defrayed by the advertisements in it, which form its most interesting contents, and when published will be distributed free all over the commercial world. The book being intended for the markets both at home and abroad, will be filled with illustrations of the principal manufacturing plants and of their products covering the United States, as well as other features of permanent interest. The same publisher isssued the "Wright's Trade Directory and Gazetteer of the World," which has been found an extremely useful publication to aid in distributing commercial information in the interest of our export trade.

The Glidden Varnish Co., of Cleveland, are building a fifty-thousand-dollar addition to their works, which, with their present capacity, will enable them to turn out as much varnish as the largest varnish plant in the world. This company has come to the front very fast during the past few years, and their famous specialties—Surfacene, M. P. Special Coach, and Jap-a-lac—have a world-wide reputation. The new addition will be utilized principally for making Jap-a-lac, the new wood finish—one of the most elastic and durable varnishes ever offered to the trade.

Frank H. Boyle, 420 West Twenty-seventh Street, New York, is engaged in manufacturing ornamental iron, bronze and brass work for buildings, grilles, railings, marquees, metal and glass doors and screens, elevator doors and enclosures, stairs, fire-escapes, folding gates, andirons, special Hardware, etc. He is about placing on the market some special wrought metal escutcheons, hinge plates, etc. Having been identified with this class of work for a number of years would make his experience desirable for consultation.

The Bavarian Government has just set aside the city ordinance preventing the use of automobiles on the streets of Munich. This opens up one of the best German cities for American manufacturers of horseless vehicles of every sort, and wide-awake agents should be promptly sent to this field, so promising because of the large class of wealthy residents, Munich being the third largest city in the German Empire. The streets are well paved, bicycles are popular, and horses dear. This opening should not long be neglected by American enterprise.

The Kinnear Mfg. Co., of Columbus, O., have lately moved into their new building on the corner of Fourth and Lincoln Streets, and now have one of the most perfectly appointed shops in the state. The building is one story in height, 200 x 110 feet, is well lighted by numerous skylights, and the arrangement of the machinery speaks highly of the skill of W. L. Kinnear, the manager. The firm is now manufacturing fireproof sliding blinds and doors; machinery is in the process of construction for the manufacture of fire and water proof metal shelving, which will be especially adapted to Hardware stores.

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HARDWARE

VOL. XXI. JULY 10, 1900. NO. 7.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The reports from the jobbers in various sections of the country would indicate that with scarcely an exception sales this year for the first six months have been greatly in excess of the same period a year ago. While this is undoubtedly caused to a great extent by the higher prices for goods prevailing since January first, upon investigation it is found the tonnage shows up equally well, proving a wider and more extended distribution of the manufacturers' products, and resulting in a satisfactory and profitable season for comparison.

The past two months in several sections have been noted for exceptional drouths, which have had a bad effect upon crops which from earlier indications created prosperous anticipations. In some sections only half crops will be harvested, and while the knowledge of this fact has strengthened prices of such products, the excessive crops in other parts of the country may cause at harvest-time sufficiently low prices to prevail as to seriously interfere with prosperous conditions in the sections that are suffering from the untoward conditions complained of.

Under such a state of affairs as affecting the trade for Fall goods, purchases in the disturbed sections may be more conservative than would otherwise be the case, as but little satisfaction would be experienced by the jobber in filling up the retail stocks of his territory with an overstock of goods, which would be followed by a necessity for carrying his customers through a season of dullness superinduced by limited crops, and a desire to hold even them for a price higher than the market promised for immediate sales.

The changes in prices already announced by the manufacturers to govern the transactions for Fall trade are all of a character reflecting the lower prices indicated and suggested by declining quotations on raw materials. The manufacturers, whose quotations have been so greatly advanced beyond the prices prevailing in 1898, are making comparisons of cost, which will be followed by a suitable concession, or business will be found anything but brisk in character. This is no time to "put up a bluff" in regard to trade conditions, and that this is a recognized fact no better confirmation can be given than the prevailing promptness with which the old terms are being restored of "60 days or 2 per cent. discount for cash in 10 days." This is becoming so general it is doubtful if any leading manufacturer will be found among the malcontents when the season is fairly opened.

At this season of the year it is customary for the productive interests of the country to cry a halt in manufacturing, shut down a week or two to make needed repairs, and go over their stocks and arrange plans for the coming season. This is largely being done by the Hardware manufacturers at present, and discount sheets will be gone over, all advanced prices scrutinized, and where necessary to effect sales reduced to harmonize with existing quotations on the metal base of which the goods may be composed or constructed. Those articles of heavy Hardware where labor is slight in proportion to cost of material will first be levelled, as they were the earliest to advance, and changes in prices will be successively announced to secure early orders. As the general impression prevails that conditions favor a good average business for the remainder of the year, every preparation should be made to make it a successful and profitable one.

The Presidential election, as far as preliminaries are heard from, seems to exert less of an influence than has usually been the case; perhaps the belief prevailing that the desire for a change at Washington is by no means of a pronounced character has a great deal to do with the peaceful nature of the campaign programme. The conditions usually surrounding the political unrest of an aggressive canvass every four years may this year lose some of its strength, when the sustaining of a prosperous trade, established for the first time in several years, demands the best attention possible to bestow upon it.

Conservative purchasing relegates all fear of a setback to the rear of the procession. No speculation in buying this Fall, no Spring crop of failures need be apprehended. When a slump in high prices keeps the flag of trade at half-mast, and hesitating buyers are in the majority, a cash reserve is more to be desired than a full warehouse.

The Welcome Vacation.

Among the powerful and controlling incentives to the conscientious performance of one's daily duty is the willing concession by the humane employer of a short period of rest from the exacting labor demanded by a zealous devotion to one's steady employment. This compensates in a degree for many an evening spent in arduous disentanglement of complications arising in business, which invariably occur during the continuance of a prosperous season such as we have just passed through.

In such a period of constant employment there is no room for hesitating workers; the active co-operation in daily duties, the never-failing reliance of the conscientious clerk upon those with whom he is associated in the satisfactory preformance of his daily routine does not usually count the hours alone of customary application, but frequently away into the hours of the restful night is application necessary, and cheerfully accomplished, when there is a prospect ahead of a vacation period of rest, to be conceded when the heavy labors of the season shall have passed, and the stretched bow of muscular or mental endurance shall have a chance to resume the normal conditions which well-won rest ensures.

The world is experiencing a state of growth in all things, and the days when the inhumanity of the employer was an acknowledged influence on the conditions of labor have passed away with the sentiment which justi-

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fied the use of a cart-rung to expedite the movements of an overworked horse. When the fruits of civilization are especially noticeable in the human relations between men and animals compelled to work for their daily sustenance, we may well look forward to a millennium of peaceful rest, to which every laboring heart instinctively turns, hopeful of its serene influence, its heavenly promise of perfect peace, which "make us rather bear the ills we have" with content and comfort under the inspiration afforded by an occasional vacation.

A Statement Worth Studying.

Forty million dollars' worth of manufactures were exported from the United States in the month of May, 1900, and twenty-five million dollars' worth of manufacturers' materials were imported into the United States. This is a higher record, both in exportation of manufactures and importation of manufacturers' materials than was ever made in any preceding month in the history of our foreign commerce and manufactures. This assures a total exportation of manufactures in the fiscal year 1900 of fully 425 million dollars and an importation of manufacturers' materials of 300 million dollars, which will make the record in both exports of manufactures and imports of manufacturers' materials much higher than that of any preceding year. On only four occasions has the importation of manufacturers' materials reached the $200,000,000 line, while in the year just ended it will be, as already indicated, about 300 million dollars—an increase of 50 per cent. over the average of the past five years. Exports of manufactures in 1899 were 338 million dollars, and will be fully $425,000,000 in 1890—an increase of nearly or quite $90,000,000; while no earlier year ever showed an increase of as much as $50,000,000.

The total importation of manufactures for the year will aggregate about $325,000,000, and, as already indicated, the total exports of manufactures will aggregate about $425,000,000. Prior to 1893 imports of manufactures always exceeded exports of manufactures. In 1888 imports of manufactures were 2 1-2 times the amount of exports of manufactures; in 1893 they were still more than double the amount of the exports; in 1896 they were nearly 50 per cent. greater than the exports, and in 1898, for the first time, the exports of manufactures were greater than the imports of manufactures, the figures for that year being, respectively: imports of manufactures, $226,000,000; exports of manufactures, $290,000,000. Since that time exports of manufactures have steadily increased, and, as above indicated, will exceed the imports of manufactures by about $100,000,000.

The following table shows the imports of manufacturers' materials and exports of manufactures in May of each year from 1894 to 1900:

Month of May	Manufacturers' Materials Imported.	Manuf'tured Articles Exported.
1894	$12,378,337	$15,199,402
1895	17,390,305	18,144,676
1896	13,144,661	22,016,999
1897	23,255,610	26,461,546
1898	16,707,399	27,031,709
1899	22,056,703	30,316,314
1900	25,405,915	40,460,367

Three Great Victories Won with L. & R. Shotgun Smokeless by J. S. Fanning.

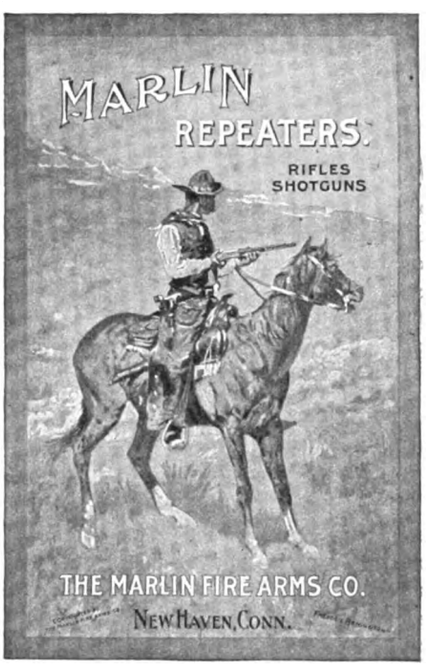
New York State Shoot, Utica, N. Y., June 5-8, 1900.—Mr. Fanning was high gun with an average of 98 per cent.; also broke the world's record with a run of 231 straight in open competition for money.

Pennsylvania State Shoot, Chambersburg, Pa., May 15-18, 1900.—Mr. Fanning was high gun with an average of 95 per cent. Championship of the State was won by H. S. Smith, of Osterburg, Pa.

West Virginia State Shoot, Charleston, W. Va., June 19-21, 1900.—Mr. Fanning was high gun with an average of 96 per cent., making a run of 122 straight. Championship of the State was won by Harvey Allen, of Sistersville, W. Va.

An Artistic Cover.

The Marlin Fire Arms Co., New Haven, Conn., have just issued their new catalogue of Marlin rifles, repeaters and shotguns. It covers the entire line of repeating carbines, muskets and shot-guns, with all the appliances necessary for the gun trade to be familiar with. The catalogue is arranged in three sections. Part I. is designed for a quick reference of dealers and consumers, who desire the details of all the arms made by the company. Part II. is intended for a consumer who wishes more complete information in regard to the arms and the necessary ammunition used in them. By a careful reading of this portion of the catalogue a novice is enabled to form a correct decision as to which arms will best suit his individual wants and desires. Part III. gives a number of hints and items of information that should interest and possibly help shooters in general. The catalogue and price list consists of a pamphlet of 120 pages, illustrated throughout, possessing 300 illustrations. It is provided with a cover in



six colors, showing a superb sketch by Frederic Remington. We give herewith an illustration of this cover, which will convey a pretty good idea of the artistic excellence shown in the construction of it. It illustrates a typical cow-puncher mounted on his valuable horse, and armed, of course, with his trusty Marlin rifle. In its artistic execution it shows Mr. Remington at his best, and will be appreciated by all those who are acquainted with life on the Western plains. The Marlin Co. state they will be only too glad to mail a copy of this catalogue to any reader of *Hardware* who will send three cents in stamps to pay postage.

America Beats the French.

The International Revolver Match shows a total of 4,828 to the credit of the French team, and 4,889 for the American team.

The great revolver match, which has attracted such universal attention on both sides of the Atlantic, was shot off June 18th and 19th, the American team doing its work at Armbruster Schuetzen Park, Greenville, N. J., while the French shot at Gastinne Rennette Gallery, Paris, the results being reported both ways by cable.

Some very remarkable shooting was done by both teams, and a number of the scores by the Americans were simply phenomenal. J. A. Dietz, Jr., made the great score of 263 on the French target, which excelled all other contestants. B. F. Wilder headed the list on the American target with a score of 263. Both these gentlemen used King's semi-smokeless powder in making their remarkable runs, and are now receiving the congratulations of their many friends.

The best scores of the Frenchmen on the French target were 247, and 253 on the American target.

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—For some time past my business affairs have been in a bad condition. My liabilities amount to many thousand dollars and my assets are only accounts amounting to a sum sufficient to allow me to pay my creditors about 25 cents on the dollar. I have endeavored to effect a compromise with my creditors, but two of my largest creditors have refused to accept my offer and have sued to recover the full amount of their claims. I am afraid they will have a receiver appointed of my business and collect their claims in full, which would make my other creditors get nothing. Could they do this; and, second, what would you advise me to do?

REPLY.—If your creditors were successful in obtaining a judgment against you they could, in all probability, have a receiver appointed of your business and satisfy their claims in full, if you had property sufficient to pay their judgment. Since these suits have been begun against you, to which you have no defence and which will render you totally insolvent, we would advise your filing your petition and schedules in bankruptcy at once. As soon as this is done, you should apply to the Bankruptcy Court for an order staying all proceedings on the part of your creditors. By this means your largest creditors will be prevented from obtaining a judgment against you, and your creditors will all share equally in your property.

QUESTION.—I am a director of a corporation organized under the laws of the State of New York and should like to be informed whether a majority of the directors can dissolve a corporation.

REPLY.—A corporation may be dissolved by a majority of the directors when in the opinion of the directors it is no longer to the interests of the shareholders and those interested in the corporation that the corporation should continue doing business. In New York State we have a proceeding for the voluntary dissolution of a corporation, in which proceeding the matter is referred to a referee before whom the facts stated in the petition are proved. Notices must be published and creditors given notice of the dissolution. The proceeding is quite a lengthy one, generally taking several months to be finally settled.

QUESTION.—What is the cost of going into bankruptcy, and how long will it take to obtain a discharge?

REPLY.—1. The cost of a proceeding in bankruptcy varies and depends largely upon the number of creditors the bankrupt has. The fee for filing the petition and schedules is $25. After filing the petition and schedules the case is referred to a referee in bankruptcy, who prepares and sends out notices to all creditors. Some referees charge 10 cents for each notice so sent to each creditor. There are many small incidental expenses as well as the fee for the services of a lawyer in taking the bankrupt through the proceeding, which, of course, depends upon the lawyer to whom the bankrupt goes. 2. The length of time it will take to obtain a bankrupt's discharge depends entirely upon the creditors of the bankrupt and the condition of his estate. The bankruptcy act provides that at any time after one month from the time of filing his petition and schedules the bankrupt may apply for his discharge, but this will not be granted if any creditor objects upon good grounds. If the creditor objects, the specifications of his objections are sent before the referee, and considerable time is consumed in further hearings before the referee and before a decision is finally reached.

QUESTION.—A man has a will drawn up by a lawyer and had it left at his house to read. He finds it is all right and signs it. He is told he should have had witnesses when he signed it. He therefore has two friends call, and he tells them that he signed his will, and that the document so signed is his last will and testament. He then requests his friends to sign as witnesses, which they do. Is not that will in all respects legal?

REPLY.—As far as the execution of the will is concerned it is legal, since it is not necessary for the testator to *sign* his will in the presence of his witnesses, if he so acknowledges his signature, and that the instrument so signed by him is his last will and testament. It is, however, much safer and wiser in executing a will for the testator to come together with his witnesses, and in the presence of each and all of them sign his name, acknowledge the execution of his will, and request each of them to sign as witnesses. The witnesses *must* sign in the presence of the testator and it is better that they sign in the presence of each other. If these details are observed, the proving of the will is greatly facilitated.

QUESTION.—I ordered some goods from a prominent dealer in New York, and in due time received invoice of goods, as supposed to be shipped, but no bill of lading accompanied the invoice. Later I received one case containg about half the goods. The conditions of the bill were to pay on receipt of merchandise. I thought perhaps the other case would be along in a day or two, as a case at times gets separated from the rest and comes in all right. I paid the bill, telling the house of the circumstance—that only part of the goods were in, but supposed the others would be in later—and told them to send me a bill of lading. Two days later I got another case, but still over a gross of the article ordered and paid for were missing. I wrote again, specifying what goods had been received, and asked that the error be looked up. I got no answer, and I wrote a third time, but have received no reply. What would you advise?

REPLY.—You have a right either to demand the return of the money paid for the goods not delivered, or to insist uvon the balance of the goods being sent. We would advise your placing this matter in the hands of a lawyer. It is extremely probable that a letter from your lawyer stating that your claim had been placed in his hands for adjustment would have the desired result.

Michigan Hardware Association.

The fifth annual convention of the Michigan Hardware Association will be held at the Hotel Cadillac, Detroit, on Wednesday and Thursday, July 11th and 12th. The usual routine business will occupy the morning session on the 11th, the feature of which will probably be an address of welcome by the Mayor of the city. In the afternoon the reports of committees and the presentation of the Secretary-Treasurer's report, will inaugurate the proceedings. I. A. Sibley, of South Bend, Ind., a member of the executive committee of the Interstate Retail Hardware Dealers' Asssociation, it is proposed, will read a paper on the subject of affiliation with this Association. It is anticipated that the reading of this paper will be followed by a discussion in which all those present are invited to participate. During the several sessions of the Association a number of papers on different subjects will be read by the delegates, and a question box will also be one of the features. It is anticipated a very large number will be present, as a greater interest than usual is being taken throughout the State. It is believed that a thoroughly interesting convention will be had, in which the business will be thoroughly canvassed from all the different points of view. The entertainment feature in connection with the convention will eventuate on Wednesday evening by the invitation of the manufacturers and jobbers of Detroit, who will tender the delegates a moonlight excursion, which will be a very appropriate idea, especially for this season of the year.

"You don't need any medicine; go home and put your heavy clothes on again."

"I can't do it, doctor; my wife's packed them all away in moth balls."—*Indianapolis Journal.*

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PARAGRAPHS FROM THE INDUSTRIAL FIELD.

Exports of petroleum from this port to China from Jan. 1 to date show a very considerable increase over those for the corresponding period of last year.

The figures are: From Jan. 1, 1900, 24,841,680 gals.; same period last year, 20,417,330 gals; increase, 4,370,350 gals.

During the first three months of this year 37,000 gallons of linseed oil were exported from this country. Of this total Japan took over 15,000 gallons, Mexico being the next largest customer on a purchase of 5,500 gallons.

The india-rubber trade is of great importance to the United States, and has shown a rapid increase during the last few years. For the fiscal year ended June 30, 1890, the total importations of crude rubber amounted to 33,842,374 pounds, valued at $14,854,512, while that of manufactured rubber was valued at $367,647. In the fiscal year 1898 the imports of crude rubber and gutta percha amounted to 46,055,497 pounds, valued at $25,386,010, while that of manufactured articles and waste or scrap rubber was 9,488,327 pounds, worth $805,951. This shows not only a decided increase in the quantity imported, but also a rapid rise in price. In 1890 about two-thirds of the entire amount imported came from Brazil. In 1898 about three-fifths came from that country.

In the face of a tariff on lumber the imports into the United States last year were heavy. These indicate the enormous demand for lumber in this country. The imports for 1899 of lumber amounted to $7,005,101. The importations from Canada were 673,622,000 feet, valued at $6,990,175, against 348,876,000 feet, valued at $3,464,718 in 1898, and 674,851,000 feet, valued at $6,759,376, in 1897. It will thus be seen that the importations of lumber by the United States last year were almost as great in feet and considerably greater in value than in 1897, during more than half of which year lumber was on the free list, and there were heavy importations in anticipation of the imposition of the duty. The shingles imported by the United States last year were 545,484,000, valued at $999,862, against a valuation of $830,298 in 1898 and $414,222 in 1897.

There are nearly 500 water power electrical plants in the United States, representing an investment of over $60,000,000. The total horse power represented by water wheels is over 200,000. The power is furnished for lighting 28,000 arc lights, 845,000 incandescent lights, and for operating about 60,000 horse power of motors. There are over 610 miles of electric street railways operated by water power electrically transmitted.

The rapid growth of our business with Japan in rails and machinery during the past four years is an indication of what may be accomplished in that quarter in the future under proper encouragement. Four years ago American rails were unknown in Japan, but at the present they more than double in quantity the rails which come from England, which up to 1896 constituted the chief source of supply. It is believed that Americans have it in their power to practically control the supply of rails and railroad material generally with Japan during the next decade. As an indication, it is cited that the Carnegie Company signed a contract at Kobe for 8,000 tons of rails at a price of $3.28 per ton under the lowest English bid.

The steamship *Wilhelmina* recently cleared at Philadelphia for Japan carrying a cargo valued at more than $1,000,000. A part of it consisted of thirty-one locomotives, valued at $430,000, and about 4,000 tons of structural steel to be used in the erection of a palace at Tokio for Crown Prince Yoshihito of Japan.

An American firm has, it is reported, been awarded the contract to build the St. Lawrence River Bridge, at Quebec, at a price aggregating some $4,500,000. Twenty-seven thousand tons of steel will be needed for the undertaking. The structure is to be 150 feet above the river and 76 feet wide, with three spans, two of 600 feet each and one of 1,800 feet. There will be four railroad tracks, a driveway and walks on each side. It will take some three years to turn out the work, complete the structural material and erect the bridge.

The production of iron and steel wire rods in the United States in 1899 amounted to 1,099,376 gross tons, against 1,071,683 tons in 1898 and 970,736 tons in 1897, showing an increase of only 27,693 tons, or a little over 2.5 per cent. in 1899 over 1898. As compared with 1897, the increase in 1899 amounted to 128,640 tons, or over 13 per cent. The production of 1899 was the largest in our history.

We will import considerable quantities of the finer grades of iron and steel wire rods, particularly steel wire rods, our total imports of rods amounting to 17,964 gross tons in the calendar year 1899 and to 15,985 tons in 1898. Our exports of steel wire rods amounted to 16,992 tons in 1899 and to 18,510 tons in 1898.

A number of steel wagons of ten-ton carrying capacity and traction engines to draw them are soon to be shipped to China, where they are to form the equipment for a freight line across the desert in the northern part of China, and will enter active competition for the carrying trade, which is now being done wholly by camel caravans. The American projector of the line says the camels can carry only about 600 pounds and make only twenty miles a day, while his wagons will carry ten tons each and can easily make sixty miles.

Accordingto Prof. Borchers, says the *Engineer,* the world's manufacture of calcium carbide is utilizing a power equal to 180,000 horse power; that of alkalies and combinations of chlorine, 56,000 horse power; aluminum, 27,000 horse power; copper, 11,000 horse power; carborundum, 2,600 horse power.

For the ten months of the fiscal year ending with April the total exports of coal were 5,804,730 tons, showing the substantial gain of 1,734,245 tons, or 42.6 per cent. over the previous year. This increase, however, was all in sales to our two near neighbors, the shipments to Canada showing a gain of 1,535,146 tons and those to Mexico one of 147,645 tons.

The town of Ensley, Ala., is growing rapidly. Eighteen months ago there were 500 people there. Now there are 5000. They were brought there by the steel mill, the rod mill and other industries. It is a hot-bed of Southern enterprise and each week something new in this line turns up. It is announced that one of the largest plow factories in the United States will be located at Ensley.

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THE PAN AMERICAN EXPOSITION, 1901.

THE TEMPLE OF MUSIC.

The Temple of Music, designed by Esenwein & Johnson, of Buffalo, for the Pan-American Exposition, will cover a plot of ground 150 feet square and will be located on the northwest corner of the Esplanade and the Court of Fountains. The exterior of this handsome building will be treated architecturally after the style of the Spanish Renaissance. It will be octagonal in shape, with octagonal pavilions at each corner. The main entrance will be through the pavilion on the corner of the Esplanade and Court of Fountains. Each of the facades of the main building will have a richly ornamented colonnade. Between the columns will be large window openings and ornamental panels, each bearing a portrait bust of some famous musical composer. The cornice, frieze and balustrade of the main building are designed in a florid adaptation of the Spanish Renaissance, and the balustrade will carry tablets bearing the names of noted musicians and composers and at intervals will have posts surmounted by flagstaffs. On the corners above the pavilions will be groups of statuary representing music, dancing, etc.



TEMPLE OF MUSIC, PAN-AMERICAN EXPOSITION.

The chief features of the drum of the dome will be star shaped windows resembling those seen in the ancient Spanish mission buildings. These windows will light the interior of the auditorium. The dome and the roofs of the pavilions will be richly gilded. Gold and brilliant coloring will be freely used in all the exterior decoration. The crown of the dome will be 136 feet above the grade of the Court of the Fountains, and the Temple and its pavilions will form a very attractive part of the landscape scheme of the entire group of Exposition buildings.

The auditorium, which will seat 1200 persons, will be a few steps up from the grade of the building, and in addition the restaurants and balconies will give further seating accommodation for 1600 people. The other pavilions in addition to the one used for the main entrance will be occupied by the stage and for a fully equipped restaurant with the necessary kitchen adjuncts, serving rooms, etc. The auditorium is only a few steps below the floor grade of the restaurant, and the partition between the restaurant and the auditorium will be glazed, so that people seated at the tables can overlook the audience and enjoy the concert or entertainment at the same time. The flat domed roof of the auditorium will be supported by eight massive piers. Between the piers will be large arches opening into the galleries, to the main entrance, and leading to the stage. Over each of the eight large arches will be a cartouch bearing an inscription indicating one of the grand divisions of music—Oratorio, Grand Opera, Symphonic Music, Lyric Music, etc. The lighting will be through the star-shaped windows previously mentioned, passing through eight ceiling lights each having 320 square feet of glass. The front of the galleries will be decorated with a frieze of singing cherubs. An elaborate and complete system of heating and ventilating will be adopted for this building. Numerous and commodious entrances and exits will be provided, so that absolute safety to visitors will be assured. The interior as well as the exterior of the Temple of Music will be treated with a view to securing the best architectural effects.

In the Temple of Music will be erected one of the largest and finest organs in the United States. It will be an exceedingly beautiful and complete instrument, with all the latest improvements in organ building. It will have four manuals and about fifty speaking stops and will be voiced on three different wind pressures. The action will be the most complete style of tubular pneumatic. The mechanical contrivances and combinations will be most complete and in-

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clude many varieties not hitherto used. Of the four manuals the great organ will have 14 stops, two 16-foot stops, six 8-foot stops, three 4-foot stops, one 2-foot stop, a twelfth and a four-rank mixture.

The swell organ will have fourteen stops, one 16-foot stop, nine 8-foot stops, three 4-foot stops and a three-rank mixture.

The choir organ will have eleven stops, one 16-foot stop, seven 8-foot stops, two 4-foor stops, and one 2-foot stop.

The solo organ will have three 8-foot stops and one 4-foot stop.

The pedal organ will have ten stops, one 32-foot stop, five 16-foot stops, one 10-foot stop and three 8-foot stops.

There will be a number of couplers, pedal movements and adjustable combinations of the most modern type. The case will be of Gothic design, to harmonize with the architecture and decorations of St. Louis Church, Buffalo, for which the organ is intended after it has served its purpose at the Exposition. An interesting fact in connection with this instrument is that it will be built in the city of Buffalo. The contract has been awarded to Emmons Howard & Son, the well-known organ building firm now of Westfield, Mass., but who have arranged to begin work in their new factory at Buffalo, and hence the organ which will be seen at the Exposition will be the first large organ manufactured in the city of Buffalo.

THE PROPYLAEA.

The Propylaea at the Pan-American Exposition at Buffalo in 1901 will mark the northern boundary of the Plaza and the extreme northern limit of the Grand Court. This elaborate and beautiful architectural ornament will serve the purpose of a colossal screen, shutting out from the Exposition the noisy and smoky reminders of the toil and care of our every-day life. The Propylaea is a magnificent creation, treated with fine artistic skill. The combined work is 500 feet long, consisting of two massive arched entrances or gateways at the extreme eastern and western ends of a long, gracefully-curved colonnade. These gateways are 36 feet wide and 54 feet high. Two open towers surmount the sides of each arch, and above the 20 tall Ionic columns that form the colonnade is a pergola or arbor, over which growing vines will wind their delicate tracery of green. Behind the colonnade will be the railway station, reached by a broad promenade. In the spaces between the great columns statues will be placed, showing their outlines distinctly against a background of color.

The electric street railway cars, as well as the steam roads, will unload many of their passengers at the station opposite the Propylaea, which is reached from the tracks by a spacious subway. The visitor will thus enter the grounds through the high arches on either hand of the Propylaea and obtain at once one of the grand views of the great group of Exposition buildings. On the right and left of the Propylaea are the Midway and the Stadium, in front the Electric Tower and sunken gardens and Court of the Fountains; the Electricity building and the Agricultural Hall are on either side; farther along the Machinery and Transportation building and that of Manufactures and Liberal Arts; and in the distance the Temple of Music and the Ethnology building. The visitor thus plunges at once into the midst of the Exposition.



THE PROPYLAEA, PAN-AMERICAN EXPOSITION.

"Diamond Cut Diamond."

A card-sharper who had evidently been doing the races, joined a small group of farm servants in a public house. Failing to interest the company in the mysteries of the three-card trick, he, in apparent sheer desperation, exclaimed: "Well, look here, chaps; I'll bet any of you five shillings I can cut the ace of spades, any of you to shuffle and arrange a pack of cards as you like," at the same time producing the pack, which he pushed towards a likely victim, who agreed to accept the wager, took up the pack, shuffled them, and then placed them on the table.

The sharper then took his knife and cut his pack clean through, at the same time saying: "There! I've cut the ace."

"Nay, that you haven't," quietly replied the yokel. "The ace o' spades is up my sleeve—see?"

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The New Store of Walbridge & Co.

Walbridge & Co., dealers in Hardware, opened their new store at 392 and 394 Main Street, Buffalo, N. Y., last month. For twenty-one years the Walbridge store at Washington and South Division Streets was the mecca for everyone who wanted anything superior in the Hardware line, and now the firm, with a store in every way better than the old one and with an unsurpassed stock, will do business in the heart of the retail district.

The flourishing business of the firm was established in 1869 by Charles E. Walbridge, who conducted it until 1885, when his brother, Harry Walbridge, was admitted to the firm, the title of which has since been known as Walbridge & Co. The business was originally located at 272 Main Street, but, owing to a steadily increasing trade, it was removed in 1873 to the property formerly occupied by Plimpton, Cowan & Co., on Washington Street. Again, in 1879, the pressure of increased patronage demanded additional facilities and the store was removed to the premises on the northeast corner of Washington and South Division Streets. On January 18, 1891, the firm suffered a disastrous loss by fire, but immediately rebuilt what, until the new building now occupied, was considered the finest structure devoted exclusively to the Hardware trade in that city. About a year ago it became apparent that the business of the firm would be better subserved by the acquisition of more roomy and centrally located quarters, and arrangements were made for the complete remodelling of the property adjoining that of the Adam, Meldrum & Anderson Co. on the south.

The new building occupies a frontage of fifty feet in Main Street, running through 233 feet to Pearl Street, and constitutes one of the finest and most complete business blocks in the city, both as to location and appointments. The Main Street end of the building is six stories high, while the Pearl Street end is seven stories. The main entrance on Main Street is accessible by broad doorways, on each side of which are large and well-lighted windows for the display of goods.

So far as the new store itself is concerned the builder's art has been exhausted in furnishing the building for a perfect stock. The store is as near fireproof as may be. It is probably the best lighted store in Buffalo. Every means has been taken to provide sunlight in every department, and the artificial lighting system is extensive. The fittings are massive and the decorations are what one would expect the Walbridges to provide after their long experience.

The arrangement of the stock is faultless. One may go through the store from top to bottom and then outline in the mind, following a logical sequence, just where every article is to be found. That means that everything that is found in any Hardware stock is included in the invoice, and everything else that could be considered as a part of a Hardware store's equipment is also there. Yet the arrangement is such that every department has a place by itself and buyers will be saved the confusion that often attends an effort to find several different things in one great store.

The new store is the old one improved in every respect. Every department is enlarged and every branch of the stock has been amplified till it seems that nothing has been overlooked from the largest article to the smallest. Perfect facilities are furnished for sales in large and small quantities, and there will be no difficulty for the purchaser to suit any taste or fill any want. The stock of the new store will be found to include several new departures. There is a reason for this. Buffalo is growing. Several stores recently closed left gaps in the source of supply that were not entirely filled perhaps by those remaining. The Walbridge store will supply those lacks.

Entering the store the entire lower floor is in plain view. The ceiling is high, the store is wide and, though there is no end of room for customers and salesmen, the stock displayed seems endless. To the left is the sporting goods department. It is complete except that it has an annex elsewhere. Everything in guns, fishing tackle and sporting goods is shown. First-class lines are carried. To the right is the silverware department. The display is dazzling, the stock is large and the quality of goods of the first class. Everything in the line of edged tools is on this floor and in the centre of the store is a stock of optical goods, purses and other novelties that are sold to advantage in Hardware stores and yet are not carried by many such concerns. Paints are found in the rear and a part of the rear is also occupied by the shipping-room, where goods are wrapped and sorted for delivery, through the entrance on Pearl Street.

On the second floor is a display of china, glass, lamps, bric-a-brac and fancy articles that will agreeably surprise many persons. One small room has been lined with mirrors, and there is the display of cut glass. It is a fairy apartment. The finest lines of china are shown, and with them dinner sets and open-stock goods that are designed to meet every requirement of the buyer. It is a wonderful room.

The third floor is devoted to stoves, refrigerators, gas fixtures, mantels, grates and tiling. The stock is as complete as that in any other department. A sample bathroom is shown, and near-by are several rooms fitted with the finest mantels, grates and chandeliers and hanging lamps and fixtures of every description.

There are two decided novelties in the store. Near the big bicycle salesroom is a room that will be devoted to the trial of athletic goods. There, any one buying a golf outfit may have an opportunity to swing the clubs to see that they have the right "hang," and other apparatus may be tested. It is a department that will be welcomed by those who desire to know what they are buying before the goods are accepted. Then, too, there is a room where all sorts of builders' Hardware is shown. A patron may go to that room and have placed before him in endless array all the metal fittings of a house and make selections at leisure, being able to see the entire invoice and compare the several articles before they are installed.

In the basement are the house-furnishing and toy departments. Everything that the housekeeper needs is to be found there, and the toy section will be a delight to the little folk. The ventilating and lighting and power plants are in the sub-cellar, and they are as perfect as they must needs be to accord with the rest of the establishment. The offices of the firm are arranged for the greatest convenience of the staff and customers, and are well lighted and ventilated.

It is extremely doubtful whether, in Western New York, a more thoroughly complete Hardware establishment can be found, and the Messrs. Walbridge are to be congratulated upon the success they have achieved, and the brilliancy of their business prospects upon the occupancy of their magnificent new quarters.

Cleveland Galvanizing Works.

The Cleveland Galvanizing Works, 18-24 Cooper Street, Cleveland, O., having had fifteen years' experience in the galvanizing business, now have a plant that is fully equipped to do galvanizing in all its branches. They use in their work a method claimed by them as the most reliable one, which is the hot process. It enables them to make a specialty of bright, smooth and attractive work, which they are prepared to undertake for other manufacturers, either in gray or malleable iron. They state they can guarantee first class workmanship in machine work and metal die stamping, as their machine shop is in charge of mechanical experts assisted by the best of tools and necessary machinery. The Cleveland Galvanizing Works also manufacture white metal pattern letters, lead gaskets, pump chain, rubber buckets and lightning rod fixtures. They solicit correspondence regarding estimates and inquiries as to prices, as prompt attention is always given to such matters.

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THE NEW YORK PUBLIC LIBRARY ASTOR, LENOX AND TILDEN FOUNDATIONS

Farming by Machinery.

Laborious toil for the cultivator of the land is rapidly becoming a thing of the past. The term "horny-handed tiller of the soil" within a few years will be relegated in the United States to the vernacular of the poet. Automatic labor-saving machinery is supplanting the necessity for bodily labor in all agricultural processes from the turning of the sod to the harvesting of the crop. What little manual labor is required is devoted to supervision of the working parts of the various machines employed.

In 1800 not a single cast iron plough was in use. The plough was home-made—of wood covered with sheet iron. The man with the hoe was the laborious cultivator. There were no mowers, reapers or self-binders driven by horse power. Grain was scattered by hand and harvested with the sickle or the scythe. It was threshed on the barn floor and ground into flour full of impurities, in rude grist mills, driven by great over-shot water wheels. In 1900 the ploughman uses a sulky plough, upon which he has a comfortable seat from which to guide a pair of horses. The machine does the rest. The reversible sulky plough is equally adapted to stony, rough, sidehill work or level ground. In the former case it turns the sod with the slope, in the latter it leaves the land without tracks or dead furrows. For this work a right and left-hand steel plough is mounted upon a steel beam, one being at right angles with the other, and easily revolved by unlocking a hand lever at the rear of the driver, the weight of the upper plough causing the lower to rise. Each plough has an easy adjustment to make it cut a wide or narrow furrow, and is raised out of the ground by a power lift and set in again by a foot lever, so that the operator has both hands with which to manage his team. An adjustable seat enables the driver to sit always in a level position and on the uppermost side in plowing side-hill land. In a few years horse labor will be dispensed with for moving this machine and some auto power substituted. It may be if electricity is employed that the farmer will be able to sit smoking his pipe on his porch, with a switchboard before him, and control many ploughs. With electric motors applied to all agricultural implements a single man may be able to plough, harrow, fertilize, sow and harvest his crops with no expenditure whatever of bodily labor or one cent of cost for the hire of human hands.

In earlier days the harrow was a crude, home-made square or triangular machine, on which wooden, and later iron, pegs were inserted. In some cases a log drawn to and fro was employed to level the furrows. In these times farmers use sulky-harrows of every imaginable form and device, according to the local condition. There is a pulverizing harrow, clod crusher and leveller combined in one machine. This crushes, cuts, lifts, turns, smooths and levels the soil all in one operation. It also prepares a perfect seed bed and covers the seed in the best manner. The operator from his seat on the machine effects all of these processes by turning a lever. Then there is a ball-bearing disk harrower with dirt-proof oil chambers. This machine does everything but supply the driver, automatically, with a glass of beer.

There is no more laborious kind of farm work than the spreading of manure; so much so that in farming on a large scale it is difficult to procure labor for the purpose. This can now be dispensed with. A machine called the manure spreader does all this work. It is drawn by horses and operated by one man. It breaks up and makes fine all sorts of manure and spreads it even upon the land in any desired quantity. It will spread very coarse manure, cornstalks or wood ashes, or guano—in fact, any manure or fertilizer, fine or coarse. Provided with a drill attachment it distributes compost direct in the drill before the seed is sown. It does everything in the manuring way except to use foul language.

When it comes to the planting of crops there is a machine for every process from the sowing of cereals, seeds and tubers, to the setting out of plants. For grain or grass there is a driving broadcast seeder, which is attached to an ordinary wagon. It also distributes all kinds of dry commercial fertilizers. It allows of the sowing of seed of any size. Then there is a grain drill, driven by horse power, in which the quantity to be sown is easily regulated by a lever. It is also provided with a land measure or clock which is adjusted before beginning the day's work. It is fitted with hoes which can be instantly changed by a lever, even while the machine is in motion, to run either straight or zig-zag. For grass seeding the hoes can be adjusted to distribute the seed in front of or behind them. There is also a fertilizer distributing attachment. There is still another grain seeder which weeds as well as sows. The riding corn and bean planter is a remarkable machine. It opens the soil, drops seed, covers and marks the next row at one operation. It drops corn in hills from nine to forty-eight inches apart, or for ensilage or fodder in a continuous drill. It drops alernately, if desired, a hill of corn and a hill of beans from nine to forty-eight inches apart. It also distributes fertilizer in a continuous drill at the same time the seed is dropped and both are covered by the single operation at any desired depth.

For the planting of tubers like the potato there is primarily a machine that divides this rot into halves, quarters or any number of parts, separates the eyes and removes the seed ends. It does the work of ten men. When it comes to the planting there is employed an automatic machine drawn by two horses, the driver occupying a seat at its front. It plants whole or cut potatoes at any distance apart desired. It drops the seed, covers it with moist under-earth, and marks for the next row at one operation. It also sows fertilizer, placing it just below the seed, after sufficient earth has been mixed with the former. It is provided with steel runners or discs to cover the seed and these yield to all irregularities of the soil. For the transplanting of plants, such as tomatoes, cauliflower, cabbages, celery, in fact all plants that do not require to be set nearer than one foot apart, the automatic plant setting machine will cover from four to six acres a day. An automatic check valve fitted to a tank attached to the machine lets water flow through a hose extending in behind the shoe or furrower, just before setting the plant. The flow can be regulated from one to six barrels an acre.

Formerly when crops were planted and had begun to grow, farmers and vegetable gardeners had to ply the hoe vigorously in order to loosen or cultivate the soil, or to keep down weeds. This was hard work, and moreover where growth was rapid and rank it involved hiring extra labor. The talent of inventors has reduced the fatigue of this agricultural function to a minimum. Most of these machines are light and operated by man power. There are others in which horses are used. Those who employ call them the greatest labor-savers of the age. There are some provided with a number of spring steel teeth which while they do not injure the plants, loosen and uproot the weeds. These are more on the principle of the harrow. There is a machine for cultivating and hilling celery. It is through the use of these devices that celery is marketed in such perfect condition, with every stalk bleached to its very top. Potatoes are cultivated and hilled up by a special machine that does the work of many men far more thoroughly and expeditiously than human hands can accomplish it. There are many machines combining hoe, cultivator, rake and plough. The latest machine ploughs, furrows, covers and hills; there are rakes for shallow cultivation, fining, levelling and pulverizing the soil; there are cultivator teeth for deep stirring of the soil, and flat hoes of different widths for loosening crust and cutting off weeds.

Every growing plant except cotton is now provided with a cultivator that does away with an immense expenditure of human toil. As yet no machine has been perfected that picks cotton with the discrimination of man. The difficulty to be overcome is to avoid injury to mature cotton balls that are

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growing on the same plant with those that are immature. No doubt some method will be found that will overcome this defect. Then the Southern darky will find his services no longer so eagerly sought for as they are at present.

Machines to harvest crops come in every variety to perform a special function. Everyone is familiar with the mowing machine. It has driven the scythe out of use. Formerly there were men whose trade was confined exclusively to the use of this implement. None is following it to-day. The same is true of reapers and binders of grain; a single machine will do the work of twenty or more men. The old-fashioned flail to thresh grain is now a curiosity. The rattle of the power-thresher is a familiar sound in autumn to every resident of a farming country. The sulky hay-tedder will thoroughly turn and spread four acres of cut grass in an hour. This can be repeated so often that in a single day the crop of hay from that amount of land can be cured and stored. In loading the crop, human hands are no longer necessary, except to guide the team that draws the wagon. The machine hay loader will put on a load in five minutes. It takes the hay direct from the swath, though it will rake and load from light meadows.

There is a labor-saving machine for every agricultural process, most of them automatic. Farming in the future will not be synonymous with toil. What heretofore the farmer has expended in the hire of labor he will devote to the purchase of machinery. This does not consume food, neither does it sulk and throw up a job at the most inopportune moment, nor strike for higher pay. The farmer of the future will be more or less a man of leisure. The machine will do the work. The weather, however, as in the past, will suffice to make him a man with a grievance.

Advertisers' Corner.

English advertisers not only invade all street cars and omnibuses, but use all the outside space on such vehicles to such an extent as to puzzle a stranger as to where the car is going. The destination is always painted on the side of "tram" cars and omnibuses, but a countryman could not tell whether the conveyance was going to Battersea or "Beecham's Pills," to Bayswater or to "Herbaline." It must be trying to the out-of-town visitor to wait on a crowded corner for a "'bus' going to Brixton, and see a string of them passing, on which he can read, in bold letters, "Yorkshire Relish," "Hovis Bread," "Brooke's Soap," "Provost Oats," etc., but no decipherable mention of where the car would take him to!—*Printer's Ink.*

There is plenty of poor advertising for good articles, and quite as much good and clever advertising for very poorly managed stores. Advertising isn't the whole business, not by a long distance. It can be made the best part of it or the worst part of it, according to the inside management. The best advertising can be, and often is, negatived by inferior store tactics. It is not so much what you say as what you do that holds customers. The cleverest ad is often offset by a surly floorwalker, or an inattentive salesman. Do you pay as much attention to the inside of the store as to the outside advertising?—*Exchange.*

Shun the "ready-made" and "clipped" ads. Some of them may "fit" all right. The big majority of them are practically useless. The character of the store, the class of people it caters to, the kind of man who runs it, all have to be taken into consideration when writing the advertising. The man who uses ready-made ads rarely knows wherein lie the business-bringing qualities of an advertisement.—*St. Paul Trade Journal.*

Improved Business Facilities.

S. W. Cornell, an old established merchant of Brooklyn, has recently taken an additional building adjoining his Hardware store at 121 Court Street, and now occupies one of the best appointed premises of the kind in Greater New York. The interior arrangement of his new salesroom embraces great practicability and convenience, and is truly representative of what every Hardware store ought to be, both in appearance and principle. The shelving and fixtures consist of a complete outfit of the Warren system, originated, designed and manufactured by the J. D. Warren Mfg. Co., of Chicago, comprising their latest and most useful designs. It is built in sections of about eight feet in length and same in height (suited to the building), designated as base, glass front and wood drawer and drop leaf compartment cabinets. The base sections are made to set on the floor, with the glass front sections on top of them, the bases being double the width of the glass front sections so as to take the place of counter, forming a wide extension ledge for wrapping goods. The base sections are provided with large and small drawers strongly made for accommodating various kinds of goods.

Mr. Cornell's store contains seven sections of this patent shelving with bases, the first and second being sliding glass door display cabinets for carpenters' tools, guns and ammunition, bicycle sundries, etc., with a handsome background of rich red felt; the third, fourth and fifth of patent glass front interchangeable drawer cabinets for mechanics' tools, builders' Hardware and general shelf goods; the sixth and seventh of patent wood drop front drawers for miscellaneous Hardware. One special cabinet is devoted entirely to steel goods, shovels, spades, hoes and forks.

The drawers in the base section are of various sizes ranging from four inches to two feet wide, divided into two, four, eight and more compartments by the use of movable partitions; all the drawers are of graded dimensions so as to be interchangeable from one part of the store to another. The glass front cabinets are supplied with a great multiplicity of sizes of drawers, for accommodating large and small articles, and may also be interchanged from one part of the store to another. A sample board, covered with a rich red felt, is provided for attaching a sample of goods in each drawer behind the glass front, the stock being placed in same drawer, back of sample. This feature enables Mr. Cornell to show to plain view of customers a specimen of every different style tool or piece of builders' Hardware carried in his stock. To every wood front drawer is attached a neat brass hand pull, also patent card holder in which is placed a neat card on which is registered name, quality and price of stock. The glass front drawers are provided with an index card glued in groove cut on right hand side for recording size, selling price, amount, date and from whom goods were purchased, while an indicator attached to a neat chain hangs ready to drop over front to denote when stock is sold out, enabling anyone to quickly ascertain all shortages when making up orders. Thus throughout the entire system every conceivable point of convenience and economy of space has been studied out and provided for, both for saving the time of the customer and labor of the proprietor and salesman; also for the prevention of damage or loss of stock by rust, tarnish, or misplacement. The drawers fit so closely that the goods contained therein are absolutely protected from all dampness or dust, thus keeping stock in all its original brightness as when it left the factory.

The entire outfit is substantially built of choice antique oak, in dry rub oil finish, which gives it a most handsome and inspiring appearance from every point of view.

Mr. Cornell is fortunate in having two ambitious sons, competent and industrious young business men, who will cooperate with him in building up a large and prosperous trade.

Every mother probably admits to herself that she had the greatest comfort with her children previous to the time they learned to slam doors like their father.

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The Texas Hardware Jobbers' Association.

The fifth annual convention of the Texas Hardware Jobbers' Association was held at Houston, Texas, June 18th and 19th, 1900, the following firms being represented:

Walter Tips, Austin, Texas; Huey & Philp Hardware Co., Dallas, Texas; Moroney Hardware Co., Dallas, Texas; Kenyon Hardware Co., Dallas, Texas; Blum Hardware Co., Galveston, Texas; Bering-Cortes Hardware Co., Houston, Texas; J. S. Dunlay Hardware Co., Houston, Texas; F. W. Heitmann & Co., Houston, Texas; Jos. F. Meyer & Co., Houston, Texas; Peden & Co., Houston, Texas; Roberts, Sanford & Taylor Co., Sherman, Texas; Heusinger Hardware Co., San Antonio, Texas.

While the attendance was not as large as other years, owing to the absence of a number of the members from the State, the meeting was one of the most successful held. A number of subjects were discussed, and papers sent by absent members were read, showing that the interest in the work of the association is not lagging. The association now counts twenty-five members, and includes in its membership every Hardware jobber in the State.

The following officers were elected for the ensuing year:

F. A. Heitmann, President, F. W. Heitmann & Co., Houston, Texas.

J. C. Bering, First Vice President, Bering-Cortes Hardware Co., Houston, Texas.

Ed. Strauss, Second Vice President, Waco, Texas.

Robert Eikel, Secretary-Treasurer, F. W. Heitmann & Co., Houston, Texas.

Executive Committee, Jas. Moroney, Moroney Hardware Co., Dallas, Texas; W. L. Sanford, Roberts, Sanford & Taylor Co., Sherman, Texas; R. F. Bell, The R. E. Bell Hardware Co., Weatherford, Texas; A. C. Goeth, Walter Tips, Austin, Texas.

While in the city the visitors were entertained by the members of the association located in Houston.

A carriage ride through the city was one of the most interesting features. As the Retail Dealers' Hardware and Implement Association of Texas held their annual convention in this city at the same time, all delegates of both associations and visitors were invited by the Houston jobbers to spend Tuesday evening as their guests at Angerhoffer's Park, where an elaborate lunch was spread, and the jobbers and retailers had an opportunity of becoming better acquainted. This entertainment was very much enjoyed by all.

One of the pleasant incidents of these meetings was the invitation extended by the retailers to the jobbers to attend one of their sessions in a body. When the jobbers marched into the hall where the Retailers' Association held its sessions they were greeted with hearty applause. An address was delivered by the president of the Jobbers' Association, F. A. Heitmann, and responded to by the president of the Retailers' Association, Captain W. H. Richardson, of Austin.

The Texas Retail Hardware and Implement Dealers' Association.

The Texas Retail Hardware and Implement Dealers' Association met in Houston at Saengerbund Hall, on 19th ult., with President W. H. Richardson in the chair and the following firms were represented: J. Blakey & Co., Ennis; Marable Hardware Co., Clarksville; George M. McDaniel, Georgetown; Joe J. Mickle Supply Co., Cleburne; J. A. Lierdemann, Bartlett; J. C. and W. O. Brown, Cleburne; Jordan & Morris, Lott; Cordon & Sadler, Gatesville; Shaffer & Weller, McGregor; Weakley & Watson, Brownwood; G. Schulz, Yoakum; George S. Hooper, Dallas; P. Hocan & Sons, Clarksville; H. P. Schaefer, Schulenburg; W. J. Murran, Holland; John Catron, Rosenberg; Oscar Kranshof, Fredericksburg; Burrows Bros., Beeville; W. E. Neyland, Goliad; Alfred Tips, Runge; Viroux & Son, Seguin; L. M. Gleason, Dallas; Adolph Boldt, Houston; J. L. Rymer, Ennis; Charles F. Welland, Dallas; San Marcos Mercantile Co., San Marcos.

The offices of secretary and treasurer were consolidated. The committee appointed to examine the accounts of the secretary and treasurer reported the same to be correct.

The following committees were appointed by the chair:

Auditing Committee—Messrs. Gunnell, Foote and Williams.

Nominating Committee—R. P. Lowe, F. D. Carroll, F. Desenberg, H. P. Schaefer, O. M. Pate.

Resolutions Committee—McB. Smith, J. W. McManus, T. T. Clark, R. P. Lowe, J. C. Burrows and W. H. Richardson.

Various matters affecting the welfare of the members and their business interests were discussed during the two days' sessions, among which were freight rates, express rates, discounts, "branch" houses, etc. The discussion of these subjects was of an informal nature and participated in by several of the members.

Dallas was selected as the next meeting place and the association adjourned.

The following officers were elected for the ensuing year: President, Captain W. H. Richardson, Austin; First Vice President, J. D. Hefley, Cameron; Second Vice President, C. Dickson, Cleburne; Secretary-Treasurer, James G. Blaine, Taylor. Executive Committee, J. L. Hollingsworth, Temple; A. L. Smith, Hillsboro; W. S. Allen, Calvert; R. P. Lowe, Weatherford; Edward Lewis, Gonzales; W. M. Grinnell, Martin; D. M. Smith, Sulphur Springs; T. T. Clark, Ennis.

The Arkansas Retail Hardware Dealers' Association.

The Arkansas Retail Hardware Dealers' Association was organized at a meeting held in Little Rock on the 12th and 13th ult.

The meeting was called to order by E. W. Horne, of Forest City, as temporary chairman. O. R. McDaniel, of Prescott, acted as secretary pro tem. About 60 dealers were present.

The following officers were elected for the year:

President, E. W. Horne, Forest City.

First Vice President, J. M. Pittman, Prescott.

Second Vice President, J. H. Morgan, Camden.

Secretary-Treasurer, J. A. Plummer, Marianna.

Executive Council, I. P. Rudolph, Arkadelphia; E. E. Mitchell, Morrilton; W. M. Harroll, Conway; F. C. Stearns, Hot Springs; J. A. Tappan, Helena.

The initiation fee was fixed at $5, to include the first year's dues, the fees thereafter to be $5 annually. The Executive Council was given power to levy assessments not to exceed $5.

The following standing committees were appointed:

Membership—R. L. Walsh, Plummerville; W. A. Jackson, Dardanelle; D. H. Miller, Van Buren.

Transportation—J. L. Davis, Magnolia; J. H. Boicourt, Little Rock; J. W. Lee, Fordyce.

Grievances—D. E. Watson, Hamburg; J. P. Simpson, Malvern; W. M. Graham, Clarendon.

Fraternal Relations—C. S. Norman, De Witt; W. B. Pillow, Helena; F. L. Kirkman, De Queen.

Programme—J. M. Pittman, Prescott; J. W. Lee, Fordyce; T. W. Edmonson, Van Buren.

The next meeting will take place at Hot Springs on June 18, 1901.

On the evening of the 13th a banquet was tendered to the members of the association by the merchants of Little Rock. It was a very elaborate affair. The dining hall was handsomely decorated with palms. The tables, arranged in T shape, were similarly ornamented. Jas. J. Mandlebaum, of Fones Bros. Hardware Co., acter as toastmaster, and he was a good one.

The banquet was extremely successful and thoroughly enjoyed.

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Ancient Lead.

The etymology of the term "lead," says an English paper, has been the subject of much research, and, as a sequence, has given rise to great diversity of opinion. Professor Tychsen says that the word "bedil" has been applied to both lead and tin, and that it means "the separated." This may, therefore, be what Pliny calls "stannum"—lead from which the silver had not been wholly separated. The passage in Isaiah (Chap. i., ver. 25), appears to afford a confirmation, because the word there is put in the plural—equivalent to scoriæ, as something separated by fusion. In the oldest passage where "bedil" occurs (namely, Numbers, Chap. xxxi., ver. 22), the Seventy translate it by "oferet" (the Hebraic word for lead), and the Vulgate by "plumbum." The East has still another name for lead and tin—"anac," which occurs only in Amos (Chap. vii., vers. 7 and 8), but is frequent in Syriac, Chaldaic and Armenian, and comprehends "plumbum," "nigrun" and "candidum." As tin was brought from India, it is not unreasonable to assume that the oldest name, like "tombak," might be Malayan; but in the Malayan, "tima" is the name for both lead and tin.

There can be little doubt that the nigrum plumbum of the ancients was our lead. This metal, according to Pliny, they obtained in two ways—from their own lead mines, or from lead ore, which, on fusion, gave pure lead. It may appear singular that the ancients had lead of this kind in such abundance that Pliny was able to give it special notice, but it must be remembered that in ancient times small attention was paid to a little admixture of silver, and that this metal was only separated (by the old and imperfect process of smelting) when it defrayed the cost, which it did not when a quintal of ore only contained a few ounces, or, at the most, 1 pound of silver. Therefore, such ores were then simply used as lead, although, of course, silver refiners of the present time would find a lucrative means of extracting the silver even from the lead of the ancients. It was the use of these ores that gave rise to the opinion that the lead, and even copper, with which some of the oldest buildings were covered had become argentiferous. This, of course, is impossible; it was because the ancients either did not know how, or did not think it worth the trouble, to separate from them

THE NOBLE METAL.

At the same time, the ancients also obtained a considerable quantity of lead from the argentiferous ores, from which they separated the silver and revived the lead. The ore was finely pulverized, or stamped; it was then washed and roasted, and formed into a powder. This was put into a furnace, and the first fusion gave a regulus consisting of silver and lead, called "stannum," and was the same substance known to the metallurgists as "werk." If it was desired to separate the silver, it was again fused, not in the same furnace, but in a special refining furnace with a hearth of lixiviated ashes. The substance obtained by this second fusion was silver and half-vitrified lead, which fell into the hearth. The lead (called by Pliny "galena"—a word which also denotes "molybdæna") was again fused or revived, which then gave pure lead. In this manner were obtained

THREE DISTINCT PRODUCTIONS,

all used for commercial purposes: stannum, galena and plumbum nigrum. Pliny regarded these as component parts of lead ore.

The appellation "galena" seems to have been borrowed from foreign metallurgical works, probably from the Spanish. This is more probable than the derivation of Vossius from the Greek "splendere," especially as the Greeks have not the word "galena." Some writers have thought that Pliny gave three ways of obtaining lead only—from lead ore, argentiferous ore and galena; or that he meant that silver formed a third part, lead a third part, and slag a third part. Though it must be admitted that this passage of Pliny cannot be fully understood, it shows that the stannum of the ancients was neither tin nor a peculiar metal, but the werk of smelting houses. This has been confirmed by early writers on metallurgy—namely, Agricola, Excelius, Fallopius, Savot, Bernia and Jung.

The ancients used as a peculiar metal

A MIXTURE OF GOLD AND SILVER,

because they were unacquainted with the art of separating them, and afterwards assigned to it the name of "electrum." In like manner they employed stannum, which was obtained in a similar manner in the fusion of silver. In all probability this stannum was employed as lead before they became acquainted with a method of separating the two metals, and continued in use long after they had discovered a process, partly from habit and partly because it answered the purpose and was very easily obtainable. If the ore subjected to fusion was abundant in silver, this mixture approached nearer to the noble metals; if poor in silver, it consisted chiefly of lead. When it consisted of silver and lead only (stannum) it was soft and ductile; but if intermixed with other metals difficult of fusion, such as copper, iron or zinc, it was hard and brittle, and unsuitable for the purposes for which the stannum was employed.

The New England Hardware Dealers' Association.

The New England Hardware Dealers' Association recently participated in the annual Ladies' Day, which is one of the features of this Hardware association. It was appointed for Wednesday, June 27th, and was designed to include a trip to Nantasket Beach, and a fine dinner and entertainment at the Atlantic House. It was arranged so that the members and lady guests would meet at the wharf in Boston in ample time for the 12:20 boat, which gave them an extremely pleasant hour's sail down the superb Boston harbor, arriving at the Atlantic House in ample time for the festivities following. The house selected is admirably located at Nantasket, having a splendid ocean view on one side and the beauty of the Bay on the other, affording a fine display of ocean scenery. They were accompanied by the Ladies' Royal Orchestral Club, who furnished the music that formed part of the festivities, liberal selections from which were given during the hour before dinner was served. At 2:30 the company repaired to the dining-room, where two hours were spent in doing justice to an excellent menu, which, of course, included the necessary pet dishes of a New England shore dinner, together with more substantial *pieces de resistance*. The dinner was presided over by President George W. Burditt, who welcomed the guests in his usual genial manner. Owing to the length of the programme, it was designed that no after-dinner speeches should take place, so that the guests might return to the city with their lady friends at an hour not too late for unnecessary anxiety. They confined themselves to the regular schedule of the returning boats. Great credit is due the committee of arrangements for the provision made for the comfort of the guests and their entertainment while participating in the enjoyment of the festivities. The committee of arrangements consisted of President George W. Burditt, George J. Mulhall, Albert M. Wiley, Joseph Williams, Jr., Frank R. Washburn and James A. Farless. A finer day than the one selected for the annual enjoyment could not possibly have been found, the sail being delightful both ways, and enjoyable in every sense of the word. The entertainment was participated in by about 75 guests, which included a number of ladies.

"What do you consider the greatest object of interest in America?" asked Miss Cayenne.

"Well," answered the lecturer, "I arrived here yesterday, and——"

"Of course," she exclaimed, apologetically, "I meant the greatest object of interest next to yourself!"—*Washington Star.*

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RECENT TRADE PUBLICATIONS.

WILSON BOHANNAN, 754-776 Lexington Avenue, Brooklyn, N. Y. Cloth bound catalogue of 161 pages, printed on good paper, finely illustrated, covering their line of patent padlocks, etc.; including bronze metal spring padlocks, combination drawer locks, combination chest locks, key drawer and chest locks, tubular rim night latches, mortise night latches, upright rim store door locks, mortise store door locks, key blanks, etc. These goods are shown in excellent taste, with complete descriptions and list prices, making it a very desirable book for the library of a Hardwareman.

The SIMMONS HARDWARE Co., St. Louis, Mo. Pamphlet catalogue, one of a series designed for their mail order department. Printed on thin paper, evidently designed for temporary use. This is called their Paint Catalogue 367, and within its pages are all the items essential to any one handling paints throughout the Hardware trade, covering a line of paints, oils and varnishes, stains, dry colors, white lead, etc., together with the necessary brushes, sand and emery paper, glass cutters, paper-hangers' tools, glaziers' tools, tacks of every description, window glass, step ladders, tin measures, etc. A very full and complete catalogue embracing the line referred to.

YOUNGSTOWN IRON & STEEL ROOFING Co., Youngstown, Ohio. Pamphlet catalogue of 80 pages, covering their line of manufactures, consisting in part of iron and steel roofing and siding, sheet metal lath, corrugated expanded metal lath, metal trough flooring for city and highway bridges, and fireproof buildings, Union metal corner bead for plaster corners. This is a very handsome catalogue, printed on coated paper, illustrated throughout with artistic half tone engravings, showing the application of the various articles manufactured by this company in matters of steel construction. Many of the fine buildings illustrated throughout the catalogue are noted by the company as having used in their construction some of their well known specialties. The catalogue is well gotten up, and reflects great credit upon their catalogue department.

WASHINGTON CUTLERY Co., Lehrkind & Daevel Co., sole distributers, Milwaukee, Wis. A handsome and attractive catalogue 9x11 inches in size, printed on good paper, fully illustrated, showing a complete line of razors, including hollow ground and safety razors, nail clippers, together with a full line of pocket knives of American manufacture, covering every necessary description for the completion of a Hardware stock. Included in the contents, we notice a full line of shears and scissors, including button-hole, manicure, embroidering and pocket scissors. They also make a line of solid cast shears and high-grade tinners' snips. A number of pages are devoted to butcher knives of every description, kitchen knives, putty knives, bread knives and carvers and steels. A selected line of American table knives and forks of the most salable patterns is given; also razor strops and other barbers' appliances, including toilet clippers, etc. The goods are all accompanied with list prices, a discount sheet being given upon application.

UNION LOCK & HARDWARE Co., Lancaster, Pa., Allerton-Clarke Co., 97 Chambers and 79 Reade streets, New York, agents. New catalogue of 32 pages, full catalogue size, fully illustrated, showing their extensive line of high-grade night latches and padlocks well known to the trade. These goods are well illustrated with full descriptions from which mail orders can be readily sent. A number of new styles have been added, attractive in appearance, giving every evidence of the progressiveness of this large concern.

STANDARD PAINT Co., 81-83 John Street, New York. Manufacturers of P. & B. Ruberoid Roofing. Sample sheet catalogue of their product covering this particular line, giving sample pages throughout of Ruberoid Roofing, half-ply, one-ply, two-ply and three-ply, conveying by an object lesson the utility of this product, which is presented for examination to the dealer receiving it, with a feeling on the part of the company that all who see it will be satisfied that this material is what they claim for it, that "it is the best prepared roofing in every particular in the market." In connection with this claim they state that "no paper whatever is used in its manufacture. It has as a foundation the best wool felt, except in the case of the half-ply, which is a combination of wool and hair. This is first thoroughly saturated with the P. & B. water and acid-proof compound, and afterwards coated with a hard solution of the same material, making the roofing at once light in weight as well as strong, durable and elastic." The roofing is put up in rolls 36 inches wide, containing two squares (or 200 square feet), with an additional allowance of 16 square feet for two-inch laps at seams. Included with each roll is sent sufficient tacks, tin caps and cement for laying the roofing.

ERIE SPECIALTY Co., Erie, Pa. Pamphlet catalogue of over 100 pages, covering a large and extensive line of important specialties manufactured by this well-known concern. They state that owing to the constant addition made to their goods annually they have adopted the policy of issuing a catalogue every year, which they mail to their regular trade and others on application, so that whatever orders may be given after date of issuing the catalogue shall always be understood to refer to the latest catalogue. Among the contents we notice the following important specialties: "Quick and Easy" cork pullers, the "Automatic," "Bull Dog" and "Samson" cork pullers; a full line of Walker's cork screws, one of their important lines, covering a variety. All the various styles of "screws" now before the Hardware trade are included in this line, and in this catalogue are numbered, so they may be ordered with certainty; self-pulling corkscrews, pocket corkscrews, a long line of wire corkscrews of various lines and numbers, many of which have held the trade for a series of years. In addition to the corkscrew line, of which they are large manufacturers, they likewise make champagne taps, lemon squeezers in a variety of patterns, all of great utility; milk shake appliances, bevel cutter and other ice shaves, cigar cutters in great variety, etc.

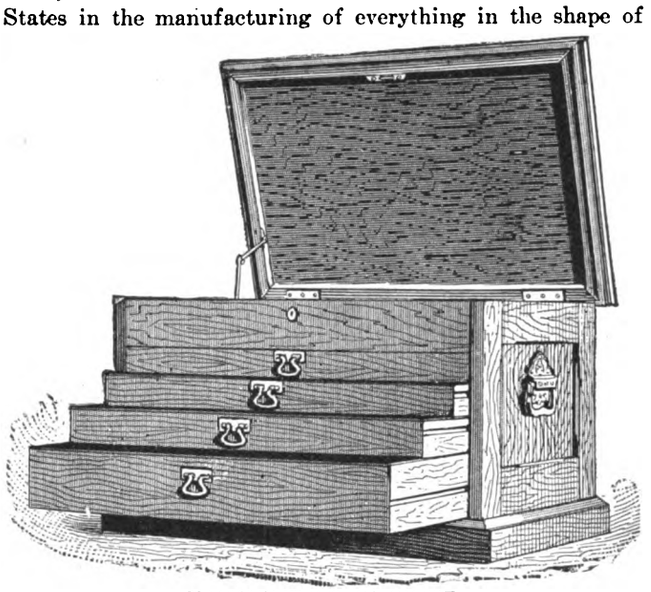
CINCINNATI TOOL Co., Cincinnati, Ohio. Pamphlet catalogue of 48 pages of Hargraves mechanics' tools manufactured by the above company, including hollow augers, screw and plug bits, screw clamps in large variety, including adjustable, joiners', cloth cutters' and carriage and machinists' clamps; plug and wash cutters, drills of every description in large variety; saw vises, spoke shaves and combination pliers, etc. The company state that the majority of their product, such as hollow augers, screw and plug bits, plug cutters, etc., are each tried and tested before leaving the factory. By this means they feel they can "confidently recommend the work as being of the very best that material and workmanship can produce."

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NEW GOODS AND SPECIALTIES.

Machinists' Tool Chest.

R. Bliss Mfg. Co., Main and Garden Streets, Pawtucket, R. I., are one of the oldest establishments in the United States in the manufacturing of everything in the shape of

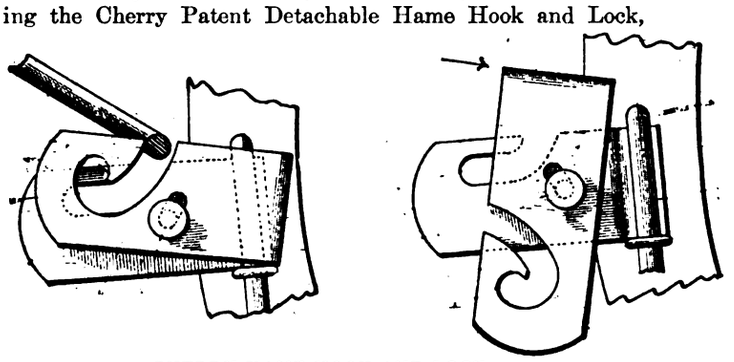


MACHINISTS' TOOL CHEST.

wood appliances for the Hardware trade. Among their numerous specialties they have been manufacturing for a long time the machinists' and jewelers' tool chest which we illustrate herewith. It is constructed in a superior manner, being manufactured in black walnut, cherry and oak, and is finished with a high-grade piano varnish, hand polished, provided with nickel drawer handles, Yale lock, improved stop joint for cover; in fact, it is intended to be a thoroughly high-grade chest. They are manufactured in two sizes, each of them with four drawers, varying only in the dimensions; No. 2, being 18x11 3-4x10 3-8 inches, and No. 3, 21 1-2x 14 3-4x12 3-4 inches. They represent a class of goods that it is the ambition of every Hardware dealer to sell, and the R. Bliss Mfg. Co. publish a catalogue of importance covering these and many other specialties of a similar description, worthy of the attention of the trade.

Cherry Hame Hook and Lock.

The Cherry Implement Co., Aurora, N. C., are manufacturing the Cherry Patent Detachable Hame Hook and Lock,



CHERRY HAME HOOK AND LOCK.

illustrated in this article. This very clever little device is an article of much greater utility than one would suppose. It is self-locking and adjustable, exceedingly easy to take off and on. Manufactured entirely of steel. The manufacturers desire to have these goods distributed to the trade entirely through the jobbing houses, and prices upon the same will be sent on application. The Biddle Hardware Co., Philadelphia, Pa., are Eastern agents for the sale of this desirable specialty, and a sample pair will be sent to those interested on receipt of 15 cents.

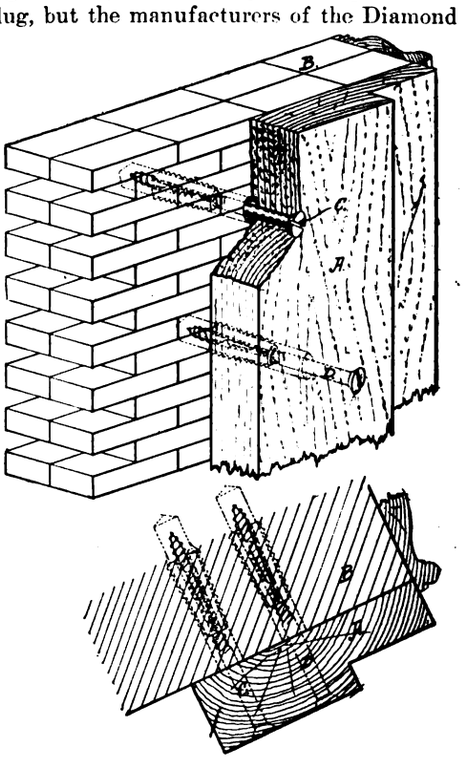
Diamond Expansion Bolt.

The New Jersey Foundry & Machine Co., 26 Cortlandt Street, New York, are introducing through the Hardware



DIAMOND EXPANSION BOLT, FIG. 1.

trade and those making a specialty of builders' Hardware, the Diamond Expansion Bolt, which is illustrated in Fig. 1. Every conceivable method has been used by metal workers in the past to attach iron or metal work to stone masonry, ranging from the simple form of wood plug and lag screw, to the more complex expansion bolt, quite a number of styles of which are now on the market. Engineers, architects and builders generally concede that the expansion bolt makes a better fastening than any of the old styles of wood and lead plugs, "split bolts and wedges," etc., which had previously been adopted for the want of something better. The expansion bolt, however, is not used as largely as it might be on account of their higher price in proportion, and which makes them more expensive than the cost of drilling through the wall, and using a regular bolt, and certainly more expensive than wood or lead plug, but the manufacturers of the Diamond Expan-



DIAMOND EXPANSION BOLT, FIG. 2

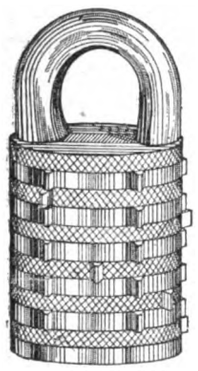
sion Bolt feel that they have invented an article of this kind superior in many respects to conventional devices, and at a price which will not prevent its extensive use. In calling attention to this expansion bolt, they refer to the following superior features which are considered worthy of mention: A great saving of time in attaching them to the masonry, owing to their extreme simplicity of construction, the shield being

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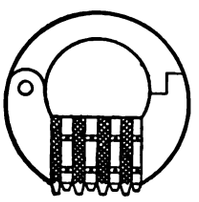
composed of but two parts, which lock together, so cannot become disarranged or lost in the wall, which is a cause of frequent complaint with more complex styles of expansion bolts. When the roughened surfaces of the shields have been tightly gripped in the fibre of the masonry, Fig. 2, no amount of vibration or jarring causes the bolt to loosen its hold. Hardware dealers are enabled to carry them in stock with but little difficulty, as they need only keep the shields on hand, being enabled to supply any length of bolt by using lag screws from their regular stock. The company have gotten out a small sample for mailing purposes, and will be pleased to forward the same to those interested on application.

Keyless Padlock.

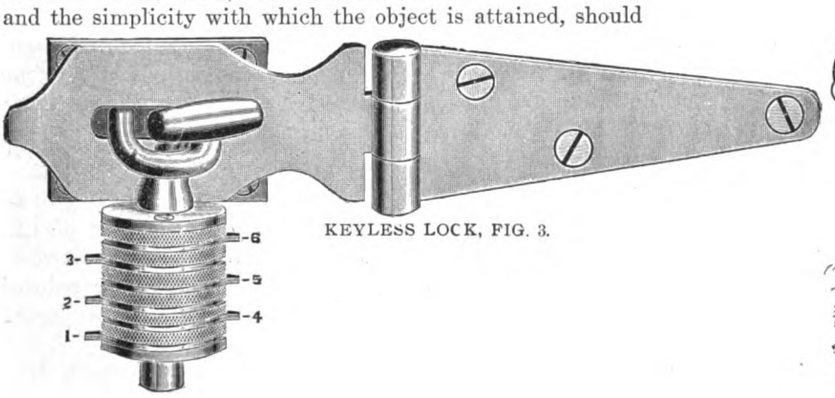
The Manufacturers Agents' Association, Inc., 131 North Broadway, Los Angeles, Cal., are placing before the Hardware trade the novel Keyless Padlock, illustrations of which we give in this article. It is made of solid brass, and is fully nickel-plated. The construction of it is in a series of metal disks, by the manipulation of which the lock is opened or closed. There are no tumbler springs, which lessens the liability of its getting out of order. The combinations are made and changed very readily, so that the lock can be operated as well in the dark as in the light, and it is capable of unlimited combinatons, and is as nearly burglar-proof as a padlock could possibly be. Fig. 1 shows the lock in its regular size, while in Fig. 2 it is shown in a 1-4 size cut as an ordinary padlock. Fig. 3 shows its use in connection with a hasp or staple for carpenters' or machinists' tool chests, farmers' barns, sheds, etc. The novelty of its construction and the simplicity with which the object is attained, should naturally make this new lock an extremely good seller. It is claimed by the manufacturers that it has never been picked.



KEYLESS LOCK, FIG. 1.



KEYLESS LOCK, FIG. 2



KEYLESS LOCK, FIG. 3.

All-Steel Toy Express Wagon.

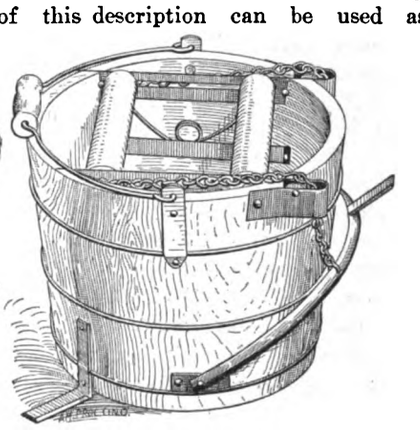
The Metal Goods Mfg. Co., of Cleveland, Ohio, have recently put on the market a full and complete line of All-Steel Toy Express Wagons, the style of which is shown in the accompanying illustration. They are extremely strong, durable and attractive, the manufacturers taking more than the usual pains to see that the finish corresponds with the constructional parts, which are of the finest quality. In the construction of this wagon, castings have been entirely eliminated, being superseded by steel stampings throughout. Another prominent feature noticeable on this wagon is the wheel, the flanges, hub and box of which are made entirely of stamped steel. In addition to that there is an upset spoke, which, when the wagon is under load, gives the tire a good fair surface on the upset portion of the same, making it practically impossible for the tire to bend in and slide down on the spoke. By this method of construction they have formed a very strong and durable wheel, one that is built for good service. The wagon is provided with a fifth wheel, which is a new idea, being made of pressed steel, and is so securely locked that while the front wheel may be easily turned, there is no rattling or "giving" backward or forward, as with the old-style king-bolt. In this fifth wheel is also a locking device entirely new by means of which the forward gear can be detached from the body of the wagon by turning the tongue entirely around to the rear. In ordinary use it is impossible for the gear to become uncovered. The manufacturers claim that their wagon, differing from most of such goods that are intended to be sold as toys, is constructed in such a manner that it will stand an enormous amount of abuse, as well as rendering good service to the user, consequently making it an easy and practical seller for both dealers and jobbers.



ALL-STEEL TOY EXPRESS WAGON.

Beech Patent Mop Wringer.

The Beech Novelty Wringer Co., Mansfield, Ohio, are engaged in manufacturing the Beech Patent Mop Wringer, an illustration of which we give herewith. It is intended to wring all kinds, shapes or sizes of mops. It is also adopted to the wringing of all kinds of unclean clothes with no necessity of touching them with the hands. A pair of pincers can be used to draw them through the rolls. Care of this description can be used as well in the mopping of floors or porches when applying boiling hot water or water in which purifying or disinfecting chemicals are dissolved, keeping the hands from coming in contact with either the water or the mop cloth, although in ordinary mopping it is recommended gloves be used. In the old-time methods of wringing a mop by twisting with the hands, the dirt is left in the centre of the mop, but with the wringer constructed on the principles of the "Beech," the water is not alone excluded, but at the same time all impurities are carried off, leaving the mop comparatively clean. These mop wringers have received the highest recommendations from penitentiaries and State reformatories, where the use of something of the kind is considered highly essential.



BEECH PATENT MOP WRINGER.

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REVIEW OF THE MARKETS.

Wire Nails: There has been little or no change in the conditions surrounding the Wire Nail market since our last report. Trade, as is natural during July, is noted for its inactivity. Large transactions for domestic business are not anticipated, the business being very moderate. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices continue about as heretofore, the prices on small lots showing an occasional variation.

To retailers, carloads on dock	$2.48
" less than carloads on dock	2.61
Small lots from store	$2.60 to 2.65

Cut Nails: The meeting of the Cut Nail manufacturers which was in convention when our previous issue went to press, resulted in an anticipated concession. The terms were changed to 60 days, 2 per cent. off in 10 days, which was "a consummation devoutly to be wished." All mill shipments of Nails were reduced 10 cents per keg, and the rebate of 10 cents per keg formerly allowed jobbers was abolished; so that the price now prevailing is the same as they have previously enjoyed. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices have consequently been somewhat irregular, but the following may be said to represent the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.35 to 2.40

Barb Wire: A very light business is being done in this leading staple, but prices are well maintained. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: No change of importance is noted in the Plain Wire market, and transactions are uniformly light. Quotations, being without change, are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.	Galvanized.
6 to 9 Base	$0.40 extra.
10 $0.05 advance over base	.40 "
11 .10 " " "	.40 "
12 and 12½ .15 " " "	.40 "
13 .25 " " "	.40 "
14 .35 " " "	.40 "
15 .45 " " "	.75 "
16 .55 " " "	.75 "
17 .70 " " "	1.00 "
18 .85 " " "	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Bright Wire Goods: The reduced quotations now prevailing on Plain Wire have caused the Bright Wire Goods manufacturers to announce a reduction in price on July 1st. The present discounts are 85 and 10 per cent., with the usual concession for large specifications.

Wire Rope: A reduction in the price of Wire Rope was announced on the 2d inst. by the associated manufacturers. The Plain is subject to a base discount of 35 per cent. and the Galvanized to a base discount of 30 per cent. The discount to dealers is 2 1-2 per cent., terms 2 per cent. discount for cash in 10 days.

Sledges and Hammers: At a meeting held in Pittsburgh since the date of our last issue, in which the leading concerns were represented, it was decided, on account of the lower prices on raw material, to make another reduction in current quotations of 5 per cent., making the present discounts on Heavy Hammers and Sledges in round lots 75 and 10 and 10 per cent., and on Light Hammers and Sledges 75 and 10 and 5 per cent., with the usual freight allowance. It was also decided to change the terms from 30 days net to 60 days, 2 per cent. off for cash if paid within 10 days from date of invoice.

Coes Wrenches: The Coes Wrench Co., Worcester, Mass., for whom John H. Graham & Co., 113 Chambers Street, and J. C. McCarty & Co., 10 Warren Street, New York, are agents, have made a reduction in the price of Coes Wrenches, the base discount being changed from 25 per cent. to 40 per cent., the extra discounts remaining the same as before.

Rivets: The manufacturers at a recent meeting made a reduction in the base discount on Rivets and also returned to the former terms, making 2 per cent. discount for cash in 10 days. The reduction in the price was made by the adoption of the discount of 62 1-2 per cent., instead of 57 1-2 per cent., which formerly prevailed.

Carriage Bolts, Machine Bolts, etc: The irregular prices at which this class of goods have been selling for some time caused a further reduction in prices to be made at a recent meeting of the manufacturers. We give herewith the regular Association prices agreed upon:

	Discount.
Common Carriage Bolts	60, 10 and 10
Machine Bolts with H. P. or C. P. Plain Nuts	70 and 10
Machine Bolts with C. & T. Nuts	70
Machine Bolts without Nuts	70, 10 and 10
Machine Bolts, blanks	70 and 10
Bolt Ends with H. P. or C. P. Plain Nuts	70 and 10
Bolt Ends with C. & T. Nuts	70

Coach Screws, Lag Screws, Etc. The following reduced prices on G. P. Coach Screws, Lag Screws, etc., were adopted on the 20th ult. by the associated manufacturers:

	Discount.
G. P. Coach Screws	70, 10 and 10
Cone Point Lag Screws	70, 10, 10 and 5
Skein Screws	70, 10 and 10
Forged Set Screws and Tap Bolts	40 and 10
Plow Bolts and Guard Bolts	50 and 10

Cold Punched Nuts: The decline which has taken place in the price of Iron has influenced the manufacturers of Cold Punched Nuts to make a reduction in their prices. Quotations announced by the manufacturers are as follows:

	Off List.
Cold Punched Plain Blank Square Nuts	4.30
Cold Punched Plain Blank Hexagon Nuts	4.40
C. T. & R. Blank Square Nuts	4.10
C. T. & R. Blank Hexagon Nuts	4.70
Cold Punched Plain Tapped Square Nuts	4.10
Cold Punched Plain Tapped Hexagon Nuts	4.20
C. T. & R. Tapped Square Nuts	3.90
C. T. & R. Tapped Hexagon Nuts	4.50

Hot Pressed Nuts: At a recent meeting of the manufacturers a reduction was made in the prices of Hot Pressed

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Nuts. Present quotations are announced as follows:

	Off List.
Hot Pressed Blank Square Nuts	5.20
Hot Pressed Blank Hexagon Nuts	5.50
Hot Pressed Tapped Square Nuts	6.00
Hot Pressed Tapped Hexagon Nuts	5.30

Shot: The price of Shot has been advanced. Eastern quotations are now as follows, terms net cash 30 days, or 2 per cent. discount for cash in 10 days, with the usual concession of 40 cents per 100 pounds on ton lots:

	Per 25-lb. bag.
Drop Shot, sizes smaller than B	$1.40
Drop Shot, B and larger sizes	1.65
Buck Shot	1.65
Chilled Shot	1.65
Dust Shot	2.10

Lead Pipe, Sheet Lead, &c. An advance of 1-4 cent per pound in Lead Pipe and Sheet Lead is announced by the manufacturers under date June 25. Present prices are as follows, subject to the usual discount of 20 per cent.:

	Cents.
Lead Pipe, per pound	6
Sheet Lead, per pound	7
Tin Lined Lead Pipe, per pound	12½

Binder Twine: The following quotations are made on twine, f. o. b. New York, Philadelphia or Boston, with a reduction of 1-4 cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of 1-2 cent per pound for carload lots:

White Sisal, 500 feet to pound	8½ cents.
Standard, 500 feet to pound	8½ "
Manila, 500 feet to pound	11½ "
Pure Manila, 650 feet to pound	12½ "

Cordage: The market for rope is only moderate and prices are by no means strong. The demand is far from brisk and quotations that follow may be said to represent the market, with a rebate of 1-4 cent for carload lots:

	Pounds. Cents.
Manila, 7-16 inch and larger	11¾
Manila, ⅜ inch	12¼
Manila, ¼ inch and 5-16 inch	12¾
Sisal, 7-16 inch and larger	8½
Sisal, ⅜ inch	9
Sisal, ¼ and 5-16 inch	9½
Sisal, Lath Yarn, Medium and Coarse	8

Manila Tarred Rope, 15 thread, is quoted at 12 1-4 cents, as is also Manila Hay Rope, Medium.

THE ALBANY TRADE.

The first half of 1900 has passed and a retrospect will show conditions in marked contrast with those existing a year ago. Then the dealers were active in seeking to cover their wants in manufactured goods for future periods, that had not as yet responded to the advances already made in base materials, but which promised ere long to move upward.

The advances came and the shrewd, far-seeing merchant was covered for his needs and the year ran along on a high value basis, bringing handsome profit in return for the investment. The strong tone of the market continued until about one month ago, when the most remarkable drop in price occurred that has ever been chronicled, and wire and nails at one blow were reduced in price by the manufacturer $20 per ton. It was like lightning striking an oak, and seemed to stun for the time every thinking merchant; recovering from the shock, the question whether the decline would immediately affect all lines of goods was at once canvassed. The prompt orders that came at once for nails and wire demonstrated the fact that goods were needed; that consumption of building material would be increased, and that the heavy blow the trade had sustained might after all be a blessing in disguise and serve as a stimulant to revive some branches of business that had been curtailed by the recent excessive prices.

Thus far it would appear that only those articles whose prices have been advanced beyond all reason show signs of weakness. The consolidations or trusts which have secured all the manufacturers in their particular line are able to maintain and control prices. Competition does not disturb them. but those that have not embodied every producer are finding sharp competition, and in bar iron, bolts, coach screws, washers, nuts and kindred goods a steady "sag" is very noticeable.

Weakness in prices of some leading goods caused by unloading surplus stocks or "over purchases" helps to keep prices on many lines low; in fact, jobbers are in evidence in preference to manufacturers where bargains are sought, and it is truthfully said that it is the buyer's market.

We think a fair report of the condition of trade in this section is that so far this year an increase in volume is the rule. There has been a spirited and lively demand for many leading lines, and if it continues and July 15th is passed without serious or wild breaks we can hope for a good, steady and healthy trade for the round-up of the century.

ALBANY HARDWARE & IRON CO.

THE PHILADELPHIA TRADE.

We are now in the midst of vacation season, and the Fourth of July as usual finds a large number of salesmen off the road taking a short rest preparatory to the Fall campaign. In conversation with our salesmen and customers we are led to believe that retailers' stocks are not large, and if the general prosperity of the country continues retailers will be compelled to buy with more or less freedom. This opinion is confirmed by the fact that, although our salesmen are off the road, we are receiving gratifying mail orders, showing that stocks are broken and that a demand exists for goods.

The weather is largely in the retailers' favor, as we have had a very warm spell, making a good demand for window and door screens, wire cloth and all usual hot weather goods, and when the retailers' stocks are bare on these lines they will naturally feel like buying for Fall trade.

The time seems opportune to express a wish that the Presidential convention should be held thirty days or not more than sixty days prior to the November election. It certainly seems unfortunate for business, that the conventions should be held five months in advance, thereby prolonging the campaign greatly to the interference of business. Should this period be limited to sixty days it would seem equally fair to both political parties, and would be a relief greatly appreciated by most business men.

It would seem as if we should call attention in this letter to the recent deaths of two prominent Philadelphia Hardware men.

The first was that of Henry Barnett, of the firm of G. & H. Barnett, makers of the well known Black Diamond Files, who died some three weeks ago. Henry Barnett, like his brother, George, was a self-made man, and the two brothers came here as young Englishmen many years ago, and apprenticed themselves to learn the file business, and gradually worked their way up until they were at the head of the business now bearing their names.

Horace Disston, who has just passed away, one of the well known Disston family of saw fame, was Vice President of that company, and was comparatively a young man, as, according to the papers, he was only forty-six years of age. This makes the second death lately in that family—Hamilton Disston, the former President, having died a few years ago.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

Midsummer quiet is with us at present and trade reduced to its minimum for the year. Late orders for seasonable goods are taking about all the stocks in jobbers' hands, with the exception of haying tools. for which there is little call this year.

Vacations are in order, and the tired clerks appreciate their well-earned change and rest from the daily round of regular duties.

The first half of 1900 showed a good increase in sales over the corresponding months of 1899. Part of this is due to increase of values, but the tonnage moved is larger, showing a good consuming demand.

Collections have been very good, and we look for a Fall trade that will at least equal that of last year.

LOGAN-GREGG HARDWARE CO.

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THE CLEVELAND TRADE.

The good fellowship that prevailed at the Southern Jobbers' Hardware Convention shows that all the people all the time are not engulfed in commercial supremacy. Some interest continues in making friendship as well as money, and this is hopeful. Such gatherings do more than party or missionary conventions to promote the spirit that makes the country strong and safe. Patriotism out of the party and religion out of the church in the world controlling the industries and appealing to high impulse and energy sanctifies society.

When business men decline to do mean things for personal gain because it would injure their competitors, that part of the vision that John saw in the Isle of Patmos, recorded in the 21st chapter of Revelations, is near at hand. The country can safely bank on integrity, wisdom and patriotism of the mercantile class, although ambition and greed may at times outrage morality, the cure will surely come through the influence of a great body of upright business men.

A pretense of patriotism in party platforms to aid in securing the spoils no longer fools any considerable number of people. Prejudice is still the devil's stronghold, and through ignorance if potent for evil, yet intelligence is increasing and party platforms appealing to passion and prejudice are not considered as available as they once were. Our elections are of great value when intelligent discussions of proposed policies take place, and this is what is to be more and more in demand.

There is an anxious waiting for a settled price on steel and iron; in the meantime a good business is forced by a demand that cannot be deferred. Orders are not large, but they are frequent, and great promptness of shipment required. The people have the money, and will gratify their wishes. The delay cannot be prolonged, as the consumer will compel business. This is a desirable condition when the pressure is from below. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE BIRMINGHAM TRADE.

The conditions in this district are somewhat dependent on whether there is trouble with the labor organization. They have not yet agreed on a scale for the present year, beginning July 1st. We hope that an agreement will be reached which will prove mutually satisfactory to both sides. Trade is not satisfactory and there seems to be much hesitation on the part of buyers, feeling that the bottom has not been reached and that by waiting they will get an advantage. We have had too much rain and the reports are that the crops are badly damaged and this tends to check trade in the interior. The lumber trade are complaining that the demand for lumber has fallen off and consequently the price is nominal. Added to other things, this is a Presidential year and the general impression prevails that that affects trade and makes buyers more cautious. Taking all together, things are not very satisfactory and not such as to inspire bright hopes. We are not pessimistic and do not like to make reports that are not encouraging, but are making only a statement of things as they appear. Perhaps the wisest thing to do would be to be silent, but you want some kind of a report and here it is.

MOORE & HANDLEY HARDWARE CO.

THE HOUSTON TRADE.

We find a very peculiar condition existing in the Hardware and supply business, as prices are extremely irregular and quotations are made regardless of factory cost. This applies especially to the heavier lines, and it would seem that prices are prompted according to stocks on hand. Another remarkable feature is that the drummer has developed into a "bear" and is doing much to demoralize business by continually anticipating declines, especially when there is no prospect for them to take an order. The present course seems to be to persuade them not to place their orders, but to wait as long as possible.

Many large improvements that were not compelled to start at once have been shelved indefinitely, which is the direct result of these influences.

The volume of our business has been very satisfactory the first six months of this year, and if the last six months will do as well we will be pleased.

The incessant rains the first few months of this year have made the cotton and corn crop a little late and in some sections none will be raised.

The weather in the past few weeks has been very favorable and conditions have changed very much for the better, but at the present time it is difficult to estimate the cotton and corn crop of Texas, as it depends entirely upon the weather, and especially on a late Fall.

The wheat and other small grain crops is very good, as well as lumber and cattle, the latter two being a large factor in Texas products.

The general condition of Texas was never better than at present, the best evidence of this being the money in the banks unemployed, which has also caused a corresponding reduction in the rate of interest. F. W. HEITMANN & Co.

THE COLUMBUS TRADE.

We are having old time hot weather, and the salutation of "Is it hot enough to suit you?" is often heard. Harvest is in full blast. Wheat is nearly a failure, and dry weather in the spring makes a short hay and oats crop. Corn is doing well in most sections and will be a heavy crop from present indications. Trade is excellent, but prices are irregular. We are getting new prices daily, but just the reverse from a year ago. Then almost all changes were higher; now they are invariably lower. A year ago manufacturers said people must have goods and would pay the price. They found that dealers had good stocks and when they got out of goods of a certain size or make they got their customers to buy what they had when the other size or make would answer the purpose as well. Consumers have convinced the manufacturers that while they must have some goods at any price, they won't buy as liberally as they do when they think they are not being held up by combinations. Manufacturers are seeing their error and reducing prices. They had warnings from all sources, but would not heed them. Their common sense told they could force the normal quantity of goods on dealers or consumers at fictitious prices, but they would not allow common sense to rule. Now they are all scrambling for business, and we may see the same old cut-throat policy that ruled in 1898. We hope not, but unless manufacturers put prices where they should be, and then remember that no one manufacturer can get all the business, and that the other fellow has a right to exist, there will be trouble. A great many jobbers can also make application of this truth; that no jobber owns the world; and the other fellow will always bob up serenely and get a slice. THE SMITH BROS. HARDWARE CO.

THE ST. PAUL TRADE.

We have sold Hardware for many years and can truly say that such an unsatisfactory market has never existed, partly due to lack of business, making every jobber push sales at any price to get what little is in sight. We, of course, appreciate that every jobber's stock averages a lower cost than to-day's market and it looks as though they did not propose to get much over actual cost. We sigh for last year's conditions, when all were conservative in selling and were getting fair margins. Now the market is strictly a buyer's, and is taken full advantage of. We have had some rain. We cannot expect an average crop, but things do look more hopeful. Our section will not harvest one-third of the usual crop of wheat, but of other products, with usual rains, we shall have 75 per cent., which, with the higher prices which we hope will exist, will make a fair amount of money. The small purchases made by merchants at the present time are proper and the drawing in of credits is natural, as surely a less than usual amount of money will be the result of the most favorable conditions which can possibly exist between now and harvest time. C. W. HACKETT HARDWARE CO.

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THE OMAHA TRADE.

The usual midsummer dullness is supposed to be at hand, but while perhaps as little noted as a year ago, there is, nevertheless, this feature, that orders, while numerous, are for smaller quantities than usual, and the trade are buying only such goods as are absolutely needed. That the demand is large and well assorted is evidenced by the numerous orders and the large assortment which they cover. The trade, without doubt, are in a waiting mood, buying only such goods as are necessary to keep their stocks complete, and when the upward movement begins, as there is no doubt it will, conditions will be favorable for it to reach a considerably higher level before it stops. The outlook for fall business was never more fortuitous. Throughout this state, conditions are particularly favorable for a bountiful harvest, though, of course, there are some localities where conditions are not as satisfactory as we might expect; yet this is always the case. Collections are rather above the average than below it, and indications are that the vacation season will be active enough to cause many of us to miss our needed recreation. RECTOR & WILHELMY.

THE MINNEAPOLIS TRADE.

Minnesota and the Dakotas, at least north of the southern portion of this state, have been suffering severely with drought all this season. Yesterday and to-day we have really had our first good rain since April. We hear of the total destruction of the small grain crops, all the farms being plowed under, etc., but we cannot believe that the damage is so great as seems to be the general impression. We have noticed the years of large rainfall and expectation of enormous yield the wheat does not thresh out, accounted for very largely by the large amount of straw. On the other hand, with light rainfall the growth seems to go into the heads, and many times the crops pan out much more satisfactorily than is anticipated. We trust this will prove to be the case this year. Fortunately, the farmers, country dealers and country banks, as a whole, are in excellent condition, and are in a better position to stand a shortage than ever before. There will be, without any reasonable doubt, a shortage of fifty to seventy-five million bushels of wheat in these three states. The increase price will help this out, but whether the price will be much more at harvest time is a matter of pure speculation, for where we are short the Southwest has a large crop.

The drought has affected our lumber mills quite seriously in preventing the logs getting to the market. All of our mills were closed down for some little time on this account. This fact has held the price of lumber somewhat more firmly and probably prevented a slump of one or two dollars per thousand. We believe lumber is too high, and that the price will gradually settle down to a lower level.

Without doubt, business in the Northwest will be materially curtailed, naturally. Jobbers generally will prefer to hold their goods rather than to put them out with almost a certainty that they will have to carry more or less of their customers, and the country dealers, of course, will be very cautious about buying.

Trade in the city is good and prices, excepting on a few staples, are well maintained. W. K. MORRISON & CO.

THE SAN FRANCISCO TRADE.

On this second day of the current month a local authority in making observations along trade lines and California's general production outlook, said: The downward drift in iron is causing the recognition that the market is an open one, with every man for himself, which, of course, engenders more or less cutting all along the line. Offerings are now in excess of the demand and prices are steadily declining. Over thirty furnaces have gone out of blast, and the reduction in quotations for structural iron has proven disappointing, for the expected increase in the demand has not appeared, making the iron outlook unfavorable. This is speaking of the general outlook; as to trade in California there is no pronounced change, which leaves the strictly local situation quite agreeable. The State is quietly harvesting a large and profitable crop of fruit and farm produce and is sending it away by the steamer and train load in satisfaction of a rapidly increasing demand. It is unquestionably a good year here, whatever it may be in other parts of the country.



Yesterday, July 1st, was the inauguration day of the overland train service between San Francisco and Chicago on the Santa Fe system, and that Hardware retailers and jobbers are in line with the general enthusiasm prevailing over this long deferred competitive railroad is notably apparent. A sample of the State feeling is in this July 1st dispatch from Visalia, Cal., a town whose population is quoted at 2885: "About 3000 people were at the Santa Fe depot this morning to witness and welcome the incoming first overland train from Chicago. Boxes of choice fruit were given every passenger. The train was given a grand ovation. People cheered, shouted and waived handkerchiefs and hats in honor of the occasion. A brass band was in attendance."

Byron Phelps has been here for days attracting a crowd of builders at his headquarters with the Palace Hardware Co. He is here from the East representing a Corbin novelty in the way of a door lock that is self-commendatory and winning largely in the way of orders for the Palace Hardware Co., who are resident agents for the Corbin lines.

As per announcement two weeks ago, local retail Hardware dealers have rallied, almost unanimously and with united spirit of approval organized themselves into the San Francisco & Oakland Retail Hardware Association, with the following officers:

President, O. F. Sites, of the Palace Hardware Co.; Vice President, E. Nichols, of the Pierce Hardware Co.: Secretary, Henry Gracey, of the Krouse Hardware Co.; Treasurer, Joost Brothers, Executive Committee, Samuel V. Armstrong, of Philpot & Armstrong; Frank F. Osborn, of Osborn Hardware & Tool Co., and W. A. Etting, of Etting's Sixth Street Hardware Store. TRADES PRESS ASSOCIATION.

THE GRAPHITE INDUSTRY.

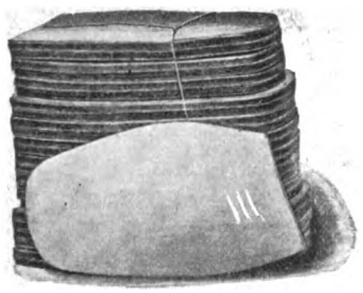
It is too early to get at the figures representing sales for the first six months, as reports are not in from all the salesrooms; but the increase over the first half of 1899 is marked.

General orders still continue to an extent that warns us not to delay the completion of our new factory. There is a tendency among the large buyers to order in smaller lots, but the orders filed for shipment are abundant enough to keep up the high manufacturing pressure, and if we should have a breathing spell it will enable us to get some stock ahead for the inevitable orders which must come later.

We simply keep busy in all lines and in spite of apparent disturbing influences look forward to a year's business which will satisfactorily overtop the banner year of 1899.

JOSEPH DIXON CRUCIBLE CO.

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THREE-BAR LEATHER
shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston



BENCH DRILL
It will drill a ½-inch hole easy.
HAND DRILLS.
CLAMP DRILLS.
PLANER CHUCKS.
The Geo. Burnham Co,
211 Hermon St.,
Worcester, Mass.
Foreign Agents:
C. W. Burton Griffith & Co., London; Josef Schvarez & Co., Budapest; V. Lowener, Copenhagen.

The Long and Short of It.
At Both Long and Short Range.
The Peters Cartridge Co.
In the International Revolver Match, King's Semi-Smokeless Powder Made Highest Scores.
Superior to All Other Powder for Revolver and Rifle, and Equal to Many Smokeless Powders for Shot-Gun Use.
Loads this Powder In its Metallic Cartridges Without Extra Charge.
ASK FOR RIFLE SCORE BOOK.
THE KING POWDER CO., Cincinnati, O.; 80 Chambers St., New York.
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill.
F. B. CHAMBERLAIN COMMISSION CO., St. Louis, Mo.

The locomotive equipment of the Erie is now one of the best and strongest of any road in this country. In December, 1895, there were 165 engines, each carrying a working steam pressure of 160 pounds. To-day there are 425, whose individual steam pressure is nearer 200 pounds. Of the 1,036 engines in service on the system, 84 are Vauclaire compounds and 1 a Cook two-cylinder compound, in addition to which are 206 consolidated locomotives with the Wooten type of boiler, a total of 321 engines having this type of boiler.

The Goodell-Pratt Co., Greenfield, Mass., are building an addition of 40x0 feet, giving an increase of something over 3000 feet

The Lidgerwood Mfg. Co., New York City, has received a request from the Russian Government for the price of the Miller conveyor for coaling vessels at sea. Germany has also manifested a keen interest in the device.

The Russell & Erwin Mfg. Co., New Britain, Conn., has commenced the erection of a $25,000 building as an addition to its plant.

Lawn Mowers.



IF you are in the market for Strictly High Grade Lawn Mowers, we make them for both Horse and Hand Power. (Send for our 1900 Catalogue). We are also offering a Special Line of Mowers for Golf Grounds.

Coldwell Lawn Mower Co.,
NEWBURGH, N. Y.

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OILERS.

"PERFECT" 25c. "GEM" 5c.

"LEADER" 10c. "STAR" 10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

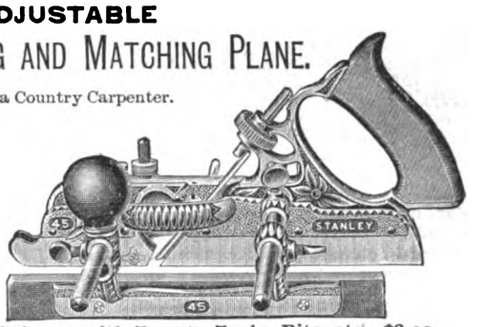
CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N.Y.

STANLEY'S ADJUSTABLE

BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.





No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00

SOLD BY ALL HARDWARE DEALERS.

According to the Baltimore News, the South produces on an average 10,000,000 to 11,000,000 bales of cotton, representing, including the cottonseed, a valuation of from $350,000,000 to $400,000,000. This enormous crop is produced on 5 per cent. of the total area of the cotton region. Of the entire cotton-growing territory of the South only 20 per cent. is now in improved land. It is possible, with new land added to the cotton-growing area and with more scientific cultivation, to increase our cotton production to 100,000,000 bales. It will be many years before we can conceive of the production of such a crop, but there is every probability that within the next twenty years the world will be demanding of the South at least 20,000,000 to 25,000,000 bales, and that the South will produce it with as much ease as it is to-day producing its 10,000,000 bales.

An automobile show will be held in Madison Square Gardn the first week in November. It will be held under the auspices of the Automobile Club of America and will be the first exhibition of automobiles on a large scale ever held in this country, and it is expected that vehicles of European manufacture will be included in the exhibit. A circular track will be provided in the Garden, so that various types of automobiles can be shown.

Few houses in Uruguay are provided with stoves for heating purposes. No chimneys or fireplaces are provided as a rule, one house recently built at a cost of $14,000 having for its only chimney a stovepipe from the kitchen.

The Pennsylvania Steel Co., Harrisburg, Pa., is prepared to make a large shipment of structural steel to Santiago, Cuba, intended for the construction of a number of bridges along a new railroad line some 30 miles from that city. About 15 employees of the bridge and construction department will go to Cuba to assist in the construction of these bridges.

Our Congressional Library building cost $6,300,000, Boston coming next, $2,300,000, and Chicago, $2,000,000. Our finest American college library building is that of Columbia University, a memorial erected by its president to the memory of his father; while Princeton, Cornell and other of our universities and colleges possess fine buildings, nearly all of which were erected in the past ten years.

To Rent.

THIRD LOFT. 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

Pay-Roll Figuring.

PAY-ROLL FIGURING is easy and sure with the Ellis Wage-Scale Board, which gives instantly wages for any number of hours, from five minutes to two weeks, at any rate. Have boards figured for different ways of paying, viz.: Day, hour, weekly, two-weekly, etc. Price, $2.00, express prepaid. Send for circular, and let us know your wants. Address ELLIS MANUFACTURING CO., Station C, Grand Rapids, Mich.



Why try to stick things with something that doesn't stick? Buy MAJOR'S CEMENT; you know it sticks. Nothing breaks away from it. Stick to MAJOR'S CEMENT. Buy once, you will buy forever. There is nothing as good; don't believe the substituter.

MAJOR'S RUBBER and MAJOR'S LEATHER.

Two separate cements—the best. Insist on having them.

ESTABLISHED 1876.

15 and 25 cents per bottle at all druggists.

MAJOR CEMENT CO., NEW YORK CITY.

THE BEST FENCE.



The best fence for farm and poultry purposes . . Also Gates and Lawn Fencing.

Get our prices and Catalogue. . . .

DETROIT FENCE CO.,

Box A. 18 Atwater St E., DETROIT, MICH.

THREE GREAT VICTORIES

Won With L. & R. Shotgun Smokeless

By MR. J. S. FANNING.

NEW YORK STATE Shoot, Utica, N. Y., June 5-8, 1900:

Mr. Fanning was *high gun* with an average of 98 per cent.; also broke the world's record with a run of *231 straight* in open competition for money.

PENNSYLVANIA STATE Shoot, Chambersburg, Pa., May 15-18, 1900:

Mr. Fanning was *high gun* with an average of 95 per cent. *Championship* of the State was won by Mr. H. S. Smith, of Osterburg, Pa.

WEST VIRGINIA STATE Shoot, Charleston, W. Va., June 19-21, 1900:

Mr. Fanning was *high gun* with an average of 96 per cent., making a run of 122 straight. *Championship* of the State was won by Mr. Harvey Allen, of Sistersville, West Virginia.

LAFLIN & RAND POWDER CO.

99 Cedar Street, New York City.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Baltimore, Md.—The Hardware Supply Co. has filed its certificate of incorporation in the Record Office. The capital stock is $15,000, and the directors for the first year are William H. Whiting, J. Walter Abbott, Andrew V. Cutino, James Walker and Benjamin Glenn.

Champaign, Ill.—H. B. Scott.

Coeur D'Alene, Idaho.—Armand Perreroud.

Des Moines, Ia.—Articles of incorporation of the new Luthe Hardware Co. have been filed. The company is incorporated for $100,000. The incorporators are F. H. Luthe, C. J. Luthe, Norman Haskins, W. E. Odell and Thomas Updegraff. The company has been organized since the retirement from business of the old Patrick & Luthe Hardware Co., and will be ready for business in a short time. A handsome wholesale house is being erected for the company at the corner of Cherry and Eighth Streets.

Elba, Neb.—F. P. Miller Hardware & Furniture Co. Buy and sell Hardware and furniture. Capital, $5000. Incorporators: F. P. Miller, G. H. Miller, both of Elba.

Fountain, Minn.—Johnson & Peterson.

Hanska, Minn.—J. W. Thompson.

Hendricks, Minn.—J. P. Johnson & Son.

Hendricks, Minn.—Fjeseth & Erickson.

Houghton, Mich.—I. E. Swift.

Madison, Wis.—Marton Du Frenne, John J. Blied and Gus Schneider.

Meridian, Tex.—A. P. Cruse & Son.

Ord, Neb.—Beck Hardware Co. Buy and sell Hardware and general merchandise. Capital, $5000. Incorporators: G. H. Miller, E. T. Benshausen, A. J. Beck, A. Benshausen, all of Ord.

Pine Grove, W. Va.—T. F. Butcher.

Raleigh, N. C.—The Shuford Hardware Co. has been incorporated by the Secretary of State. The principal place of business shall be Sanford, Moore County. The incorporators are Jacob Thompson, A. J. Bynum, Jr., and Roland H. Hayes, and the capital stock is $4500.

Springfield, Minn.—Chas. H. Myer.

Springfield, Ill.—Oscar C. Rixson Co., Chicago. Hardware business. Capital, $18,000. Incorporators: O. C. Rixson, W. K. Fellows, P. Synnestredt, all of Chicago.

St. Louis, Mo.—Charles Loepfe Hardware Co. Capital stock, $6000. Incorporated by Charles Loepfe, Rosa Stewart, J. B. Corrigan and others.

Terre Haute, Ind.—Freitig, Weinhardt & Co. Hardware business. Capital, $12,000. Incorporators: B. McKeen, J. M. Freitig, A. J. Weinhardt, all of Terre Haute.

Willmar, Minn.—Lund & Olson.

Changes and Improvements.

Albany, Tex.—J. C. Taylor & Co. succeed The Remick-Colbert-Hughes Co.

Athens, Ill.—D. M. Primm succeeds J. E. Fulton in the firm of Fulton & Primm, becoming sole proprietor.

Bellefontaine, O.—W. McCracken & O. Armstrong succeed J. W. Dean.

Birmingham, Ala.—The Moore & Handley Hardware Co. has bought out the Perry Hardware Co.

Bloomington, Ill.—Holder & Milner have bought out Kepner's Hardware store and moved the stock to their store.

Burlington, Ia.—Ebner & Sons have moved to their new salesroom and made large additions to their stock.

Centralia, Mo.—The firm of Thomas & Johnson moves the implements into the Wallace Building, while Mr. Thomas retains the shelf Hardware and stoves.

Chattanooga, Tenn.—The name of the Hardware firm of Cavender & Hall, doing business at 700 Market Street, has been changed to that of Hall & Melton Hardware Co., by the withdrawal of J. W. Cavender, who has sold his interest in the business to the other two partners, who will continue the business.

Cleveland, Tenn.—Hawk & Hartsell succeed Wood, Hawk & Co.

Danville, Va.—The Dan Valley Hardware Co. is the new name of the consolidation of Thomas & Starlins, and Guerrant & Dodson.

Eden Valley, Minn.—J. O. Jenkins, of Maple Lake, succeeds R. L. Warner.

Jefferson, Ia.—William Robinson sells a half-interest in the Western Tool Co. to George W. Woodard.

Johnstown, N. Y.—J. T. Seimser has opened a store at 7 North Perry Street, where he is selling out the remainder of his Hardware stock, and expects to continue in business, making a specialty of shelf Hardware and house furnishing goods in the Hardware line.

Kirkwood, Ill.—J. H. Campbell buys the interest of his partner, R. W. Houston.

Mansfield, O.—The Miller Co., has purchased the Hardware stock formerly owned by Gorton, McKey & Gorton, and after arranging the stock and putting in a more complete line, will open to the public.

Mesick, Mich.—Fred Cooper has bought the Hardware store of John A. Evitts. Edward Wilson, of Sherman, will have charge of the store.

Miami, Fla.—Frank T. Budge has moved his stock of Hardware and furniture into his new building, corner of Avenue D and Twelfth Street.

New Carlisle, O.—B. W. Quick has moved his Hardware store to his elegant room on the east side of Main Street.

New Hope, Ky.—Merrimee & Saltsman have dissolved partnership.

Ogdensburg, N. Y.—The Charles Ashley Hardware business has been sold to Loveland & Chisholm, of Gouverneur, who have taken possession.

Orange, Tex.—The Sabine Supply Co. succeed Mount & Talbot.

Pittsburg, Tex.—Boyd, Ellis & Co. succeed Boyd Bros. & Co.

Fort Worth, Tex.—W. H. W. Triplett succeeds W. W. Triplett.

Richmond, Va.—J. E. Phillips & Son succeed J. E. Phillips.

Selma, Ala.—Johnson & Jones have dissolved partnership.

Tampa, Fla.—Notice is given that the Tampa Hardware Co. will meet on the 12th day of July and increase the paid-up stock from $15,000 to $50,000.

Toledo, O.—George W. Probert has sold his Hardware store at Raymer Street and Starr Avenue to Richard Clay, who will take possession at once.

Waitsfield, Vt.—It is reported that S. D. Waterman has sold out his stove, tin and Hardware business to William Palmer. Johnson have dissolved partnership. Mr.

Windsor, N. S.—A. P. Jones, sailmaker, has opened in connection with his sailmaking a Hardware and ship-chandlery business in store next to Marine Block.

Business Embarrassments.

Clark's Hill, Ind.—John E. Bates, Hardware dealer, has filed a petition in bankruptcy. Liabilities $2779.05; assets $2471.08.

Milwaukee, Wis.—William F. Arndt, a Hardware merchant doing business at 412 East North Avenue, has filed a petition in bankruptcy. His liabilities amount to $2438.34 and his assets $1133.41.

Mt. Vernon, O.—Charles A. Bird, Hardware dealer, has made an application to be declared a bankrupt. Liabilities $7,365.13; no assets.

Fires in Hardware Stores.

Bloomington, Ill.—The Hardware store of Miller & Sons has been destroyed by fire. Loss, $65,000.

Ennis, Tex.—J. Blakey & Co., Hardware, has been damaged by fire $200 or $300 on stock, and the damage on building is not estimated.

Long Prairie, Minn.—Fire has destroyed Barto's Hardware store. The building and stock were badly damaged. Loss on both about $1500.

Moscow, N. Y.—Kink & Eddy's Hardware store has been destroyed by fire. Loss, $4000; insurance, $3000.

Simsbury, Conn.—S. T. Welden's Hardware store has been destroyed by fire. Fully insured.

Smyrna, N. Y.—The Hardware store of Lyons & Ferrin has been destroyed by fire.

St. Paul, Minn.—Fire in the workshop at the Hardware shop of Simmer & Marzof, Grove and Mississippi Streets, has caused a loss of $200.

Susanville, Col.—C. E. Emerson's Hardware store has been destroyed by fire.

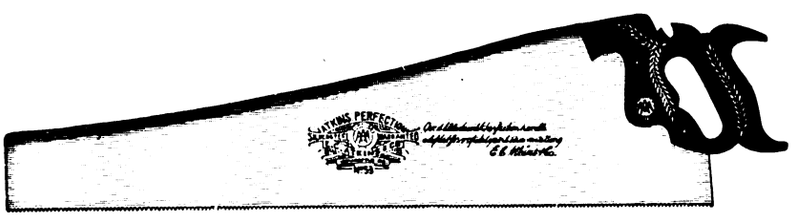
Texarkana, Tex.—The stock of the Hoffman Hardware Co. has been damaged by fire. Loss $1000.

Tyler, Tex.—The warehouse of the Tyler Hardware Co. has been destroyed by fire.

Virginia, Minn.—A. Hawkinson's Hardware store has been destroyed by fire.

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...IF YOU ARE AFTER TRADE....



ATKINS SAWS

WILL BRING IT YOUR WAY.

E. C. ATKINS & CO., Manufacturers,

INDIANAPOLIS, IND.

Memphis, Tenn. Minneapolis, Minn. Atlanta, Ga. Portland, Ore.

WE would call the attention of the Hardware Trade to our Sales-offices in Chicago, Boston and San Francisco. We have assembled samples of our lines at these offices, exhibiting more especially the better grades of Builders' Hardware.

We solicit the inspection of the samples and inquiries for prices. Requests for estimates from plans, comparative schedules, or on Hardware shown in our catalogues will receive prompt and careful attention.

We maintain complete lines of samples at our Factory and Warehouses.

Local Offices:

CHICAGO.....Room 941-2 Marquette Building, Dearborn Street.
BOSTON.....Room 814, Exchange Building, State Street.
SAN FRANCISCO.....Room 3, Third Floor, Mills Building, Montgomery Street.

Warehouses:

NEW YORK.....Nos. 43, 45 and 47 Chambers Street.
PHILADELPHIA.....No. 19 North Fifth Street.
BALTIMORE.....Wm. H. Cole & Sons, Agents, No. 17 S. Charles Street.
LONDON, E. C.....Brooks' Wharf, Upper Thames Street.

R&E Co.

Russell & Erwin Manufacturing Company,

NEW BRITAIN, CONN.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Buffalo, N. Y.—The certificate of incorporation of the American Bridled Brush Co., organized to deal in brushes, has been filed with the County Clerk. The capital stock is $12,000, and the directors are Stuart R. Mann, Alva E. Youmans and Elizabeth K. Mann, all of Buffalo.

Camden, N. J.—Pneumatic Tool Improvement Co. Manufacture pneumatic machines, etc. Capital, $150,000. Incorporators: J. W. Duntley, W. C. Strowbridge, T. Alderman.

Capital Park, Ia.—The new washing machine factory, located on Nineteenth and Hubbell Streets, is now completed and in operation. It is a two-story building, about 100 feet in length by thirty feet in width.

Chicago, Ill.—Oscar C. Rixson Co. Capital, $18,000. Manufacturing and dealing in Hardware. Incorporators: Oscar C. Rixson, William K. Fellows, Paul Synnestvedt.

Cleveland, O.—Standard Mica Co. Mining and dealing in mica. Capital, $10,000. Incorporators: W. H. Findley, R. C. Findley, W. F. Smith, J. T. Kelley, H. G. Stemming.

Cleveland, O.—The Buckeye Lamp Co. has been incorporated. Capital stock, $10,000.

Davenport, Ia.—Folding Wheel Carriage Co. Manufacture and sale of perambulators, etc. Capital, $30,000. Incorporators: C. E. Fanning, A. E. Steffen, O. C. Koehler, E. H. Ryan, W. R. Weir, all of Davenport.

Dover, Del.—Auto Mfg. Co., of Philadelphia, to make implements and tools of all kinds. Capital, $100,000.

Indianapolis, Ind.—Richmond Mfg. Co., Richmond. Hardware business, etc. Capital, $100,000. Incorporators: W. A. Miles, M. T. Gleeson, E. E. Perry, all of Richmond.

Jefferson, O.—Charles Aikens, of Rowenton, has opened a scythe-snath factory.

Jersey City, N. J.—Buckeye Rubber Co. Manufacture rubber and grow same. Capital, $10,000. Incorporators: W. J. Wright, of Demarest; I. Gans, of New York City; H. A. Bringham, of Oradell, N. J.; E. W. Wakelee, New York.

Joliet, Ill.—Triumph Adjustable Stove Pipe Mfg. Co. Capital stock, $15,000. Incorporators: George B. Barclay, H. T. Keltie and C. E. Antram.

Kokomo, Ind.—The Kokomo Wire & Nail Co. has a capital stock of $100,000. The directors are Harry Ward, J. E. Fredrick, Richard Ruddell, A. A. Charles, Al Trapp, J. D. K. Kennedy and G. W. Charles.

Lansing, Mich.—Wayne Stove Co., Detroit. Manufacture and sale of stoves. Capital, $5000. Incorporators: W. T. Owen, B. Briscoe, F. A. Prentice, R. Lau, Jr., all of Detroit.

Lehighton, Pa.—The Keyless Lock Co. has been incorporated. Capital stock, $100,000.

Milwaukee, Wis.—A new factory for the manufacture of stove parts, kitchen specialties, heating apparatus, etc., is to be erected by the A. J. Lindemann & Hoverson Co. at First and Russell Avenues, where the company recently came into possession of six acres of ground. The first part of the new plant to be built will be a foundry this Fall.

Northampton, Mass.—Rogers & Wood Co. Manufacture and sale of sterling silverware. Capital, $10,000. Incorporators: E. E. Wood, Jr., W. H. Gaines, G. F. Rogers.

Pittsburgh, Pa.—Pittsburgh Electrical & Machine Works. Manufacturing electrical appliances. Capital, $60,000. Incorporators: C. Schuster, F. Marzolf, both of Bellevue; C. K. Bergmann, H. C. Haslage, J. M. Goehring, all of Allegheny City.

Pittsburgh, Pa.—Carter Ball Bearing Chain Co. Manufacture of iron and steel. Capital, $100,000. Incorporators: R. A. Carter, H. L. Brant, G. T. Lewis, J. B. Armstrong, M. Brown, all of Pittsburgh.

Troy, N. Y.—The William Connors Paint Mfg. Co. Capital, $100,000. Directors: William Connors, Martin F. Connors and Thomas J. Connors, Troy.

West Newton, Pa.—The J. C. Bartlett Co., which will manufacture stoves, has elected officers as follows: J. C. Bartlett, president; E. Hoeveller, vice-president; L. A. Anshutz, secretary and treasurer. These, with Herman Straub, August Hartie and George N. Riley, will form the board of directors. Capital of the company was increased to $100,000.

Wilmington, Del.—Keyless Lock Co. Manufacture and sell patent locks. Capital, $100,000. Incorporators: O. W. Snyder, G. Sebring, both of Lehighton; C. E. Arner, J. Arner, both of Weissport; A. Weylenmeyer, O. F. Bittner, W. E. Bevan, all of Mauch Chunk.

Changes and Improvements.

Bucyrus, O.—The Shunk Plow Works are preparing to erect a new building, to afford additional room which is imperatively necessary. Their business has far outgrown the accommodations of their present building.

Chicago, Ill.—The Chicago Forge & Bolt Co., a corporation of Illinois, by President Fred M. Steele and Secretary George E. Van Hagen, has transferred to the American Bridge Works, also a corporation of Illinois, the manufacturing plant at Fortieth Street and Stewart Avenue for $300,000. The officers of both corporations are the same.

Corry, Pa.—A deal has been closed by which the Corry Radiator Works has passed into the hands of George L. Fordyce, of this city; A. T. Walton and W. K. Naylor, of Sharon, and several other gentlemen of that place. The new owners will form a corporation under the laws of Pennsylvania, with a capital stock of $100,000. A. T. Walton will be general manager of the plant.

Hamilton, O.—Kahn Brothers have broken ground for a new five-story addition to their stove works in East Hamilton.

Lancaster, Pa.—The Slaymaker-Barry Co. lock works, which were removed from this city to Connellsville several years ago, will be brought back to Lancaster in the near future and occupy their former plant, on West End Avenue.

Lisbon, O.—The Leetonia axe factory has been leased by A. L. Klaus, of Pittsburgh, who will give the plant an entire overhauling and fit it for the manufacture of all kinds of miners' and masons' tools.

Newark, N. J.—The Atha Tool Co. has broken ground for a three-story frame steel tool manufactory, 40x25 feet, with a two-story extension, 30x21 feet, on Chapel Street; estimated cost, $3000.

Newburgh, N. Y.—The Coldwell Lawn Mower Co. will increase their factory by an addition 70x120 feet in size, two stories high.

Oakland, Me.—The Dunn Edge Tool Co. has begun extensive repairs and improvements on its scythe and axe shops, and is making room for more business. The tempering room has all been taken down and will be rebuilt; the new room will be 60 feet long, which will make it twice as large as the old room. The hammer shop is to be extended about 25 feet, making room for two more hammers. A track will be laid across the stream and the scythes will be carried from the hammer to the grind room by rail.

Shelby, O.—The Easy Spring Hinge Co. has increased its capital stock from $50,000 to $60,000.

Syracuse, N. Y.—Plans are being figured for a brick warehouse to be erected at once by the Syracuse Stove Works in connection with their present plant in South Geddes Street. The building will be two stories high, with foundation walls 56x65 feet. It will be of slow burning construction and equipped with all modern appliances for a storage building.

Recent Fires.

Auburn, Me.—The Auburn Stove Works have been destroyed by fire.

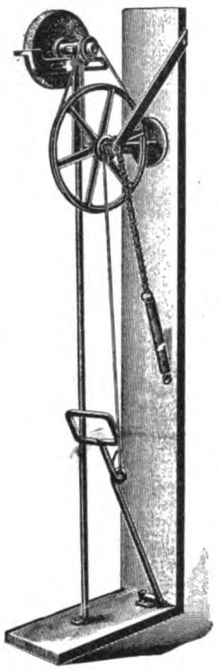
Decatur, Ill.—The Illinois Cutlery Co.'s plant in this city has been destroyed by fire. The structure was gutted from top to bottom and nothing in the building was left. The total loss is estimated at $11,000, with an insurance of $7000.

Derry, N. H.—The handle factory of the Derryfield Syndicate Co. has been burned, no stock or machinery being saved.

East Pembroke, N. H.—The factory of H. C. Fisher, manufacturer of axe handles, has been burned.

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Reisch's EMERY WHEEL Tool Grinder.



FOOT POWER.

Sharpens or Polishes Anything.

4 Feet High.
Wheel, 6 x 1 Inches.

FITTED WITH
Coarse Emery,
Fine Emery,
Quartz,
Oil Stone or
Grindstone
Wheel--
Our Own Make.

RETAILS FOR
$6.00

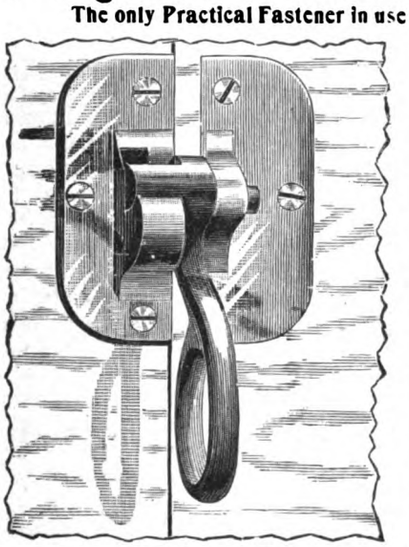
LIBERAL DISCOUNTS TO DEALERS.

Sent on Ten Days' Trial.

Buffalo Emery Wheel Co.
30 Lock St., Buffalo, N. Y.

The CONROY PATENT Refrigerator Fastener.

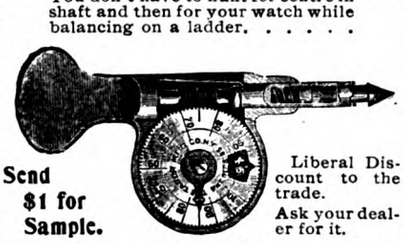
The only Practical Fastener in use



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .

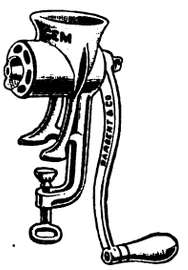


Send $1 for Sample.

Liberal Discount to the trade.
Ask your dealer for it.

The Tabor Revolution Counter,
Elizabeth, N. J.

It Won't Chop Wood



but Sargent's Gem Food Chopper will chop raw meat, cooked meat, vegetables of all kinds, fruit, crackers, bread, eggs, cheese, nuts, figs and other foods, and

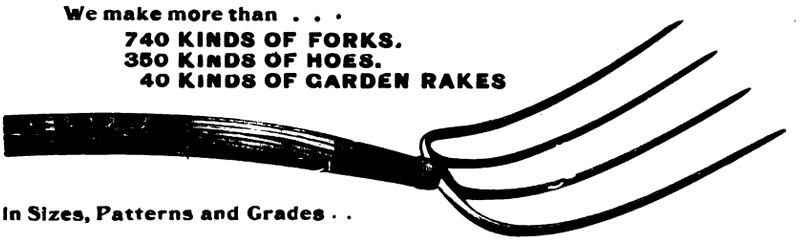
It Will Chop

them all rapidly, easily, coarse or fine, in uniform pieces, without mashing, squeezing, tearing or grinding.

SARGENT & COMPANY,
Manufacturers,
New York, New Haven, Conn., Philadelphia and Boston.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

THE IOWA FARMING TOOL CO.,

Illustrated Catalog on Application. . .

FORT MADISON, IOWA, U. S. A.

Largest Manufacturers of Hardware Specialties in the World



Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Snips, Pruning Shears, etc., etc.

SMITH & HEMENWAY CO., 296 Broadway, New York.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description;

and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Alliance, O.—John W. Patterson, repairing.

Amesbury, Mass.—Little & Congdon Co. Manufacturing and dealing in carriages, automobiles, etc. Capital, $100,000. Incorporators: J. H. Little, S. W. Congdon, J. Joyce, J. F. Finn, C. S. Mayo, all of Amesbury, Mass.

Astoria, N. Y.—George Brown, 262 Grand Avenue.

Binghamton, N. Y.—F. N. Thayer, 2 Lathrop Street.

Boston, Mass.—Hayes Automatic Pump Co. To acquire the patent granted to William Hayes, covering the making and improvement of self-pumping pneumatic vehicle wheels. Capital, $1,000,000.

Brighton, Mass.—Stafford Bros., Western Avenue; branch of Cambridge store.

Buffalo, N. Y.—Woods Motor Vehicle Co. of Buffalo. Manufacturing motor vehicles. Capital, $300,000. Incorporators: J. J. McWilliams, R. K. Root, W. R. Huntley, F. S. McGraw, H. H. Hewitt, all of Buffalo; F. Nichols, of Toronto, Can.

Chicago, Ill.—Wemaka Rubber Tire Co. has been incorporated; capital, $100,000; manufacturing rubber tires and appurtenances; incorporators, James Coomber, Frederick L. Norton, James Wilson.

E. St. Louis, Ill.—Reed & Kuntz.

East Orange, N. J.—Federal Motor Vehicle Co. Operate and build motor vehicles. Capital, $5,000. Incorporators: G. W. Mark, E. B. Hawkins, F. W. Garvin, A. G. Brown.

Edgeworth, Mass.—John Dempsey, Charles Street.

Egan, S. Dak.—John Cameron.

Falmouth, Mass.—A new firm has opened up a bicycle store in Cahoon's Block, recently vacated by E. J. Donnelly.

Greenville, Pa.—Bert Wheeler, Canal Street, repairing.

Hayfield, Pa.—F. C. Carr, repairing.

Jackson Township, Ind.—Walter Reeves will erect a two-story repair shop.

Jefferson, N. H.—Arthur Davis, Liberty Street, repairing.

Lima, O.—John Smith.

Los Angeles, Cal.—Hyatt & Adams, 114 East Fifth Street.

Marion, Mass.—B. D. Tripp.

Merrill, Wis.—Cross & Jackson.

Minto, N. Dak.—Sam Ilstad.

Monticello, Fla.—C. J. Garwood has added bicycles.

Monticello, Ill.—O. W. Moore.

Montreal, Can.—J. A. Cardin, 831 St. Denis Street.

Montreal Can.—W. C. Nicholson, 2659 St. Catherine Street.

Nesquehoning, Pa.—William Bond, repairing.

New York, N. Y.—Locomobile Traction Co. Manufacturing and dealing in locomobiles, etc. Capital, $5,000,000. Incorporators: F. W. Spier, L. A. Ludwig, G. A. Bailey, R. H. Monsees, E. S. Price, all of New York city.

Norway, N. Y.—Fred Browning.

Owosso, Mich.—Percie Ockerman.

Perry, O.—Perry D. Woodhead.

Petoskey, Mich.—C. D. Kramer.

Philadelphia, Pa.—The Universal Ball Bearing Co., with $300,000, has been incorporated at Dover, Del.

Pleasant Lake, Mich.—H. Yerby, repairing.

Rochester, N. Y.—Acme Coaster Brake Co. has been incorporated to transact a general business for bicycle appliances. The capital stock is placed at $50,000.

Rockford, Ill.—C. E. Tempest.

Springfield, Mass.—J. J. Collins, 18 Wayne Street, repairing.

Sturgeon Bay, Wis.—Ross F. Wright.

Villisca, Ia.—A. J. Jackson, repairing.

Westfield, N. J.—New York Automobile Co. Manufacture and operate automobiles, etc. Capital, $200,000. Incorporators: C. G. Bliss, F. P. Slade, both of Westfield; E. Rode, M. I. Hester, H. B. Shute, all of Brooklyn.

Woodstock, Ill.—Frank L. Kimball.

Yarmouth, Mass.—Peter Rogers.

Changes and Improvements.

Atlanta, Ga.—Heinz & Sons, who have for years been located at 11 Whitehall Street, have very recently moved to more spacious quarters, fitted purposely for their business, at 13 East Alabama Street.

Bridgeport, Conn.—The Smith & Egge Mfg. Co. will have ready for next season a coaster-brake and changeable gear device. They will market their own wheel, fitted with their new coaster-brake and changeable gear, and push it extensively.

Bristol, Vt.—Dean Fleming has sold out.

Brockton, Mass.—Peter McDuffee has removed to 15 East Elm Street.

Buffalo, N. Y.—G. H. Poppenberg, 636 Main Street, is advertising closing out sale.

Campello, Mass.—B. D. Bishop has removed to 1061 South Main Street.

Cleveland, O.—C. W. Loomis Cycle Co. are advertising closing out sale.

Dadeville, Mo.—Morris & Lindley succeed Morris & Toliver.

Dwight, Ill.—Knudten Bros. are retiring from bicycle business.

Frankfort, N. Y.—Charles Deaner and William McMillan have purchased the repair business of W. H. Lay and have opened a shop in the Opera House Block.

Frederick, Md.—Frank F. Tyeryar, gunsmith, 41 East Fourth Street, has added a bicycle repair department.

Geneva, O.—The Geneva branch of the American Cycle Co. will be removed to Shelby, O., in a few weeks.

Grand Rapids, Mich.—The Grand Rapids Bicycle Co., manufacturers of the Clipper wheel, have gone into the Bicycle Trust. By Aug. 1 the plant will be abandoned, and the Clipper wheel will no longer be made.

Gayville, S. Dak.—Dahl & Linn succeed E. V. Cowan.

Hamilton, Ont.—The National Cycle & Automobile Co. has been granted a permit to erect a new factory building on the line of the Grand Trunk Railway. The building, which has already been contracted for, will cost $35,000.

Hartford, Conn.—The branch departments of the Pope Mfg. Co., representing the wholesale business of the concern in Buffalo, Boston and Chicago, have been discontinued in those cities. The business heretofore carried on by the three wholesale agencies will be transferred to this city and the factory here will become the main office.

Indianapolis, Ind.—C. Koehring & Bro., 126 N. Pennsylvania Street, are selling out stock at this store preparatory to closing it and confining themselves to their Virginia Avenue store.

Moodus, Conn.—Brockway & Meckensturn have purchased business of B. H. Pettengill.

Oroville, Cal.—Garrett Thunen has removed to Montgomery Street.

Pittsfield, Mass.—The Peirson Hardware Co. has just opened a new line of golf goods.

Plymouth, Ind.—The American Bicycle Co. has sold the Plymouth wood rim factory to the American Wood Rim Co., and the machinery, stock and material is being shipped to Marietta, O., and Bradford, Pa. The Plymouth factory will be closed.

Salt Lake City, Utah.—Groeschner & Gartmann, 114 West First South Street, dissolved, Henry R. Groeschner retiring. A. C. Gartmann will continue the business.

Springfield, Mass.—The Snow Cycle Chain Co. of Syracuse will be moved to Springfield and consolidated with the Springfield Drop Forging Co., the ownership of the two companies being identical.

Stafford Springs, Conn.—Harvey Chapman has purchased the stock of A. J. Tilden.

Union, Ore.—D. G. Way has purchased the business of Blakeslee Bros.

Westport, Conn.—John Bazzata has closed his store.

Wilmington, Del.—Wilmington Cycle Co., 921 Market Street, is retiring from business.

Recent Fires.

Annapolis, Md.—E. B. Smith; loss $200; covered by insurance.

New York, N. Y.—The bicycle stock of S. M. Marcus, Sixty-third Street and Madison Avenue, has been destroyed by fire.

Norfolk, Va.—A. A. O'Neill & Bro., Main Street and Holt's Lane; fully insured.

St. Louis, Mo.—W. L. Heath.

Recent Burglaries.

Hartford, Conn.—Alexander & Elmer, small loss.

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SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

HORSESHOE MAGNET HAMMER.

WARRANTED.



Fitted with long handles. A specialty for bill posters and traveling advertisers; also useful in other trades.

Superior to any magnetic tool heretofore made.

ARTHUR B. ROBERTSON, Patentee and Sole Mfr., 144 Oliver Street, Boston, Mass.

PATENTS.

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building, BOSTON.

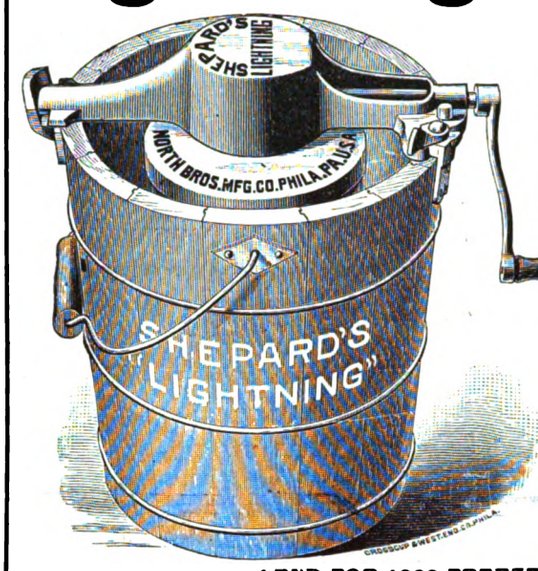
SUPPOSE

Your "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

"HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :

Lightning Freezers



EXCEL in
Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE
Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR 1900 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

CLEVELAND GALVANIZING WORKS, - - Cleveland, Ohio.



MANUFACTURERS OF
White Metal Pattern Letters and Figures.
PUMP CHAIN,
RUBBER BUCKETS
Lightning Rod Fixtures.
General Galvanizing and Job Machine Work. *. . Established 1886. .*

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order. all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.

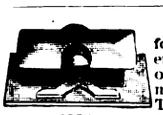
Made in three sizes and all finishes. . . . . .

Catalogue on Application.



The Champion Safety Lock Co.,

CLEVELAND, OHIO.



CORK.

Patent Sand-Paper Blocks, for Carpenters, Cabinet-makers, Pattern-makers, and all other users of Sand-paper. No more sore and bleeding fingers The fastest selling tool in the market. Sold by all leading Hardware dealers. Manufactured by T. L. PREVOST, Racine, Wis.



The Contractors' Plant Mfg. Co., (Limited.)

....Manufacturers of

STEAM, HORSE and HAND POWER

HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

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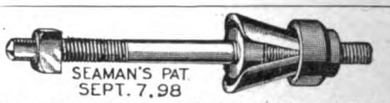


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

RIVETS and WIRE NAILS.



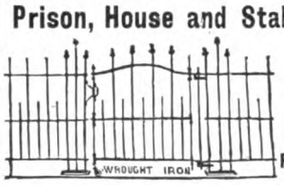
C. C. & E. P. TOWNSEND,
New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

FOREMAN TOOL-MAKER.—A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment State experience and wages expected. Address BOX 98, care HARDWARE, 275 Broadway, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

TRAVELING SALESMAN—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York. 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, BOX 175, Irwin, Pa. 36

Situations Wanted.

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, 275 Broadway, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

EUROPEAN REPRESENTATIVE—Gentleman, having established foreign connections, desires to represent first-class Hardware house in Europe, or will develop trade from here. Address, HIGHEST CREDENTIALS, care HARDWARE, 275 Broadway, New York. 39

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care HARDWARE, 275 Broadway, New York. 40

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, 275 Broadway, New York. 60

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Situations Wanted

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

HARDWARE CLERK.—Young man with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, 275 Broadway, New York. 33

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE SALESMAN —An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, 275 Broadway, New York. 37

POSITION WANTED in any clerical capacity by young married man, 28 Know the metal line in any form from A to Z. Position preferably with a hustling Hardware merchant in some growing town. Have traveled, and know the trade. References A1. Salary not as much of an object as a permanent position. Address ATTENTIVE, care HARDWARE, 275 Broadway, New York. 91

SALESMAN.—Young man (23) of good address, thoroughly conversant with the builders' Hardware line, also capable of estimating, desires position as road or inside salesman. Six years with a large wholesale house, and one year's experience as salesman. Those appreciating a tactful and hustling man, address ENERGETIC, care HARDWARE, 275 Broadway, New York. 67

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, 275 Broadway, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, 275 Broadway, New York. 31

TRAVELING SALESMAN—In Hardware and house furnishing goods. Experienced in Hardware and department store trade; 20 years on the road. Moderate salary. Address, P.H., care HARDWARE, 275 Broadway, New York. 68

YOUNG MAN.—An ambitious young man, 21, would like to enter the Hardware trade, with the intention of learning it. Has good office experience. Best references. Six years with one concern. Address WILLING, care HARDWARE, 275 Broadway, New York. 96

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 50 x 70. 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

For Sale.

HARDWARE STORE—Well-selected stock of Hardware, housefurnishing goods and paints, all purchased within three years. No surplus stock in any line. No slow sellers. Goods all well kept, and in first-class condition. Stock will invoice about $4,000. Located within twenty miles of Pittsburgh, in growing manufacturing town. Every dwelling in the town is occupied, and the demand largely exceeds the supply. Business is well established, and will pay from the start; prospects exceedingly good. A first-class opening for the right party. Best of reasons for selling. Address "KNOBS & LOCKS," care HARDWARE, 275 Broadway, New York. 89

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

SALESMEN.—Wanted salesmen calling on the Hardware trade, to sell our line of water-purifying pumps and galvanized-iron tubing. Liberal commission. Address WILLIAMS PUMP CO, Norwalk, Ohio. 93

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BRUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

Wanted to Purchase.

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Agencies Wanted.

ATTENTION, MANUFACTURERS.—For Sweden, Denmark and general export from Hamburg I desire the exclusive control and sale for above markets. Office at Hamburg from the first of January, 1901. Have been calling personally and very successfully on the leading Hardware jobbers in Sweden and Denmark since 1892, three times yearly, for Birmingham, and later for American Hardware merchants. Best references at hand. Thorough knowledge of the Hardware trade. Address H. HELSSEN, 22 Bismarckstrasse, Hamburg, Germany. 90

AS LONDON AGENTS.—Darney & Co., 56 Great Queen St., London, Eng., manufacturers' agents and importers. Seven years established. The introduction of novelties a specialty. 77

EXCLUSIVE BRITISH AGENCY—I am open to take up and push a good specialty. Full particulars to HALL, 42 Old Broad Street, London, Eng. 79

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained for $300 if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, 275 Broadway, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

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WRITE FOR QUOTATIONS

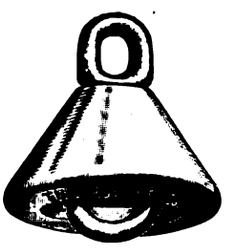


GET OUR PRICES BEFORE ORDERING

Mention "Hardware."

A MONEYMAKER

For all Pump and Hardware dealers, especially Jobbers.



The ——

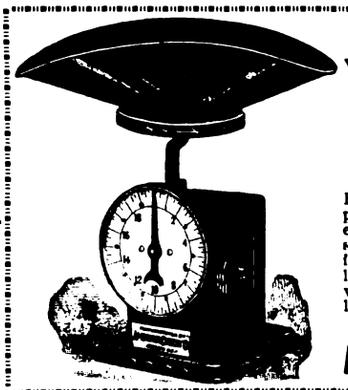
TORRENT RUBBER BUCKET.

POINTS OF SUPERIORITY:

SHORT LINK.
ENTERS TUBING SQUARELY.
WILL NOT CUT RUBBER.
GREAT FLEXIBILITY.
BEST MATERIAL FOR THE PURPOSE.
THE ONLY TRUE EXPANSION.
WILL ALWAYS HOLD ITS SHAPE.

Write for prices and particulars and illustrated catalogue.

TORRENT PUMP CO., CLEVELAND, O., U. S. A.



IMPROVED

YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct ——

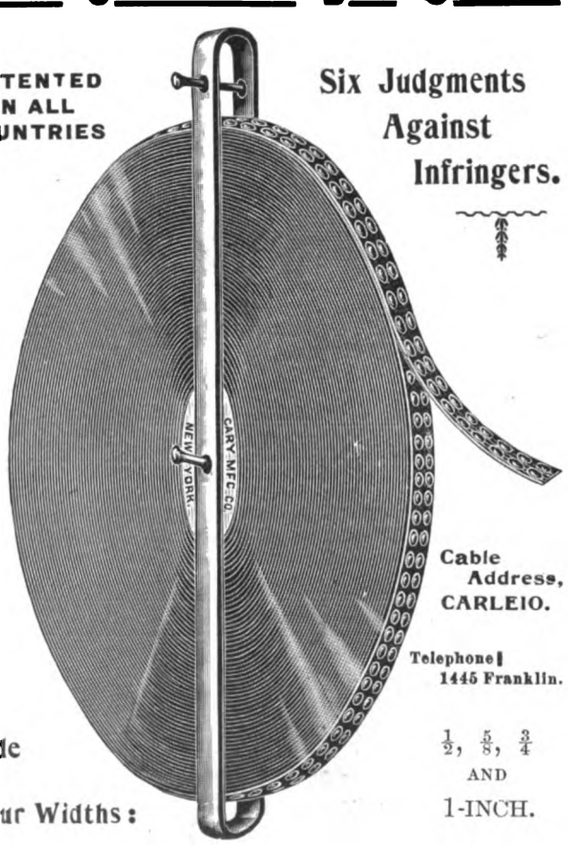
MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ AND 1-INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

ALL THE NEWS. HARDWARE HARDWARE EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

. . . PUBLISHED BY . . .

THE HARDWARE PUBLISHING CO.,

275 Broadway, New York.

PRICE $1.00 PER YEAR FOR 24 ISSUES.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's
Ship Carpenters "
Railroad "
} 50%

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge 40c
U. M. C. Co., ground edge, heavy 50c
Musket, Waterproof, 1-10's 60c
G. D 35c

CARTRIDGES—

Rim Fire Cartridges 50%
Rim Fire Military 15%
Cent. Fire, Pistol and Rifle ..... 25&5%
Cent. Fire, Military and Sporting ..... 15&5%
Blank Cartridges, 22 cal ..... 10&5%
Blank Cartridges, 32 cal ..... 10&5%
Primed Shells and Bullets ..... 15&5%
B. B. Caps, Round Ball ..... 25&10%
B. B. Caps, Con. Ball, Swgd ..... net

PRIMERS—

Berdan Primers 5%
B. L. Caps (for Sturtevant Shells) 5%
All other Primers 10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge 25%
First quality, 14, 16 and 20 gauge, $7.50 ..... 20%
New Club, New Rival and Climax brands, 10 and 12 gauge 33⅓%
Primrose Club 15%
Nitro 15%
High Ball 15%
Smokeless ..... 33⅓&10%
Acme ..... 33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—

"New Club," Black Powder ..... 40&5%
"New Rival," Black Powder ..... 40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder ..... 40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up ..... $ .60
B. E., 9 & 10 ..... .70
B. E., 8 ..... .80
B. E., 7 ..... .80
P. E., 11 up 1.00
P. E., 9 & 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
} 20%

SHOT—

Tatham Bros., List June 11, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags $1.85
Drop Shot, sizes smaller than B, 5-lb bags ..... .35
Drop Shot, B and larger sizes, 25-lb bags 1.60
Drop Shot, B and larger sizes, 5 lb bags ..... .40
Buck Shot, 25-lb bags 1.60
Buck Shot, 5 lb bags ..... .40
Chilled Shot, 25-lb bags 1.60
Chilled Shot, 5-lb bags ..... .40
Dust Shot, 25-lb bags 2.10
Dust Shot, 5-lb bags ..... .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

	Each
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00

Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:

In cases of 25 each.	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.80
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs; 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50

Du Pont Sporting Powder, for lots 1000 lb 10% discount:

Du Pont Smokeless Shotgun Powder:

Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 50 Calibre Smokeless Rifle Powder, per lb	1.25

Discounts on application.

Animal Pokes—

	℔ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire ..... 50&10%
Burton's ..... 50&10%
Gem 60%
Steel Drive 40%

	℔ gro.
Kohler's:	
Invisible, No. 3	$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe" 9¾c
Armitage's Mouse Hole 9¼c
Cincinnati ..... 25&10%
Eagle Anvils, ℔ lb 9c ..... 15@15&5%
Hay Budden, Wrought 8¾c
Peter Wright's ..... 9¾@10¼c
Samson ..... 40&10%
Trenton 1c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise 40%
Holt's ..... 40@40&10%
Millers Falls (with drill), $18.00 ..... 15%

Augers and Bits—

Boring Machine ..... 60@60&10%
Com. Auger Bits ..... 60@60&10%
Cooks:
Augers ..... 50@50&10%
Augers, Millwrights 45%
Auger Bits ..... 50@50&10&5%
Car Bits 45%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 ..... 50%
Nobles Double Spur, No. 32 ..... 50&10%
No. 10 Extension Lip 40%
No. 10 Extension Lip Car Bit 40%
Car Bits, No. 10 ..... 40%
Car Bits, No. 30 ..... 50%
Ring Augers 70%
Jennings' Pattern ..... 50&10%
Job T. Pugh's, Black 20%
Job T. Pugh's, Jennings Pat 35%
Snell's Ship Auger Pattern Car Bits ..... 30&10%
Swan's:
Jenning's Pattern Auger Bits 60%
Jenning's Pattern Car 40%
Jenning's Pattern Machine 25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3 ..... 25&10%
Douglass' ..... 25&10%
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½%
Swan's 50%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co 33⅓%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ℔ doz. $60 ..... 50%
Swan's ..... 50&10%

DOUBLE CUT GIMLET BITS—

Common ..... 40&10@50%
Mayhew's Diamond ℔ doz. $1.25 ..... 40%
Swan's 40%
C. E. Jennings & Co 45%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's ..... 40&10%
Snell's Bell Hangers 50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10% for metal, 60%
Cleveland Wood Bits for Brace ..... 50&10%
Detroit 60%
K. & F ..... 60&10%
Morse ..... 50&10%
Swan's, for wood ..... 40&10%
Syracuse, for wood 40%

TWIST DRILLS—

Cleveland ..... 60&10%
K & F. Straight Shank ..... 60&10%
Morse Straight Shank ..... 50&10%
New Process ..... 60&10%
Standard ..... 60&10%
Standard Oil Tube Drills 15%
Syracuse ..... 60&10%
W. & B. Diamond ..... 60&5@60&10%
W. & B. Universal Self-Oiling 10%

SHIP AUGERS AND BITS—

L'Hommedieu's ..... 15@15&10%
Snell's ..... 30&10%
Watrous' 33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad ..... 40&10%
Handled Scratch ..... 40&10%
Patent Peg 50%
Sewing, Com ..... 88c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch ℔ doz $1.00
Stanley Rule & Level:
Handled Brad ..... 30&10%
Patent Pegging ..... 50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10 ..... 60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50 ..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50 ..... 30&10%

Axes—

First quality, best brands ..... $6.50@7.00
First quality, other brands ..... 6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's Underhill's or Blood's ..... 40&10%
Peck's:
Champion Blade 45%
Empire Brand ..... 50&10%
Fayette R. Plumb:
Broad, New List ..... 33⅓&2½%
Lathing ..... 33⅓&5%
Shingling ..... 33⅓&5%
Warehouse ..... 33⅓&5%
Vulcan Tool Co ..... 40&5%
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
} 50&5%
M. C. Ogden's:
Broad 40%
Shingling, Claw, etc 50%
Handled ..... 40&10%
Boys 5%

Axle Grease—

Dixons' "Everlasting":
1-lb box 15
2-lb box 25
10-lb pail $1.20
25-lb keg 2.75
50 lb keg 5.00

Balances—

Chatillon's:
Light, Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 ..... 40%
Large Dial, Class D 30%

Balances, Sash—

Pullman's ..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National 30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50 ..... 25@30%
Tinned, each, $7.50 ..... 25@30%

Bells—

HAND—

Extra Heavy Brass ..... 60&10%
Light Brass ..... 65&10%
Kastlake ..... 60&10%
Pure Bell Metal 55%
Globe (Cone's Patent) 35%
Silver Chime 35%
White Metal ..... 65&5%

DOOR—

Trip, Gem 40%
Alarm, Abbe's 40%
Alarm, Yankee 50%
Gong, Abbe's 40%
Gong, Yankee 50%
Lever, R. & E. Mfg. Co.'s ..... 50&10%
Multi-Stroke 40%
New Departure ..... 45@50%

COW—

Common Wrought 70%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 50%
Western, Sargent's List 70%

Bellows—

Blacksmiths' ..... 60@10&5%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless, stitched 40%
Cleveland Rubber Co.:
Buckeye ..... 60&10%
Shield High Grade ..... 50&10%
War. 2 XL 40%

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Common Standard .....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable .....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's Nos. 1 and 2, $3.00; No. 3, $3.00 ₱ doz.....25%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to lb.....11c
Standard, 500 ft. to lb.....11c
Manila, 600 ft. to lb.....14c
Pure Manila, 650 ft. to lb.....15c

Bit Holders—

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ₱ doz. $3.00.....33⅓%
Excelsior ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets.....$5.50
Forban's Improved Star Tenon ₱ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ₱ gr.....$15.00
Merriman's Iron Lever ₱ gr.....9.00
Millers Falls ₱ set $1.00.....15&10%
Security Gravity ₱ gr.....$9.00
Washburne's Plate ₱ gr.....9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's.....60&10@70%
Hartz' Steel.....50@50&10%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....66⅔@66⅔&15%
Wrought Square.....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50@50&15%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....70@70&10%
Machine.....70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, 1 st June 1, '99.....80%
R. B. & W., $2.40 list.....70%
Sleigh Shoe.....50&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....50&10%
R. B. & W. Plow.....50%
Stove, List Dec. 28, '99.....60%

MISCELLANEOUS—

Sink.....62½%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Bung.

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....25%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'.....$2.75		$3.38
Jennings'.....	3.00	3.75
Millers Falls.....		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.).....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent.....75%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%
Window Screen Corner.....60&10%
Reading, Plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's.....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—

List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc.....60⅔@70&5%

Callipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....55%

Can Openers—

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ₱ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz., $3.00.....50%

Cards—

Cotton.....2%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior,"...₱ doz., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₱ doz.....80c
Socket.....₱ doz., $1.75@$2..0

Carpet Sweepers—

Bissell Carpet Sweeper Co.:		₱ doz.
American Queen.....	Cyco-Bearing	$27.00
Crystal.....		33.00
Gold Medal.....		24.00
Grand.....		36.00
Grand Rapids.....		22.00
Hall.....		60.00
Prize.....		24.00
Premier.....		24.00
Superior.....		24.00
Welcome.....		24.00
Club.....		54.00
Crown Jewel, Japan Finish.....		19.00
Crown Jewel, Nickel.....		21.00
Furniture Protector, Japan.....		22.00
Furniture Protector, Nickel.....		24.00
"Standard A," Japan.....		20.00
"Standard A," Nickel.....		22.00

Lots of 5 dozen, $1.00 per doz. less.

Goshen Sweeper Co.:	New Prices ₱ doz.
Goshen Junior.....	$9.00
Eureka.....	12.50
Champion.....	17.00
Our Leader.....	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan....	14.00
Banner, Broom Action, Japan..	20.00
Banner, Broom-Action, Nickel.	22.00
Reliable, Broom-Action, Japan.	20.00
Reliable, Broom-Action, Nickel.	22.00
Rapid, Broom Action, Japan...	20.00
Rapid, Broom-Action, Nickel..	22.00
Select, Broom Action, Japan...	20.00
Select, Broom-Action, Nickel..	22.00
Easy, Cam Action, Japan.....	20.00
Easy, Cam Action, Nickel.....	22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50@50&5%
American Proof Coil, 1000-lb lots.

Inch.	Per lb.
3-16	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ₱ 100 lbs.

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain.. 35%
Galvanized Pump Chain.....5½@6c
German Coil, list July 24, '97.60@50&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—

American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Chain Guards—

Aluminum S. & N. Co.....50%

Chain Hoists—

Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby.....70%
C. E. Jennings & Co, No. 70.....20%
Jennings & Griffin Mfg. Co.....70%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5.00 to £
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ₱ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Patent, each, $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each, $7.00.....25%
Syracuse, Balz Patent.....30%
Skinner's Patent Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%
Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.50@50&10%
Carriage Makers', Stearns'..50@50&10%
Carriage Makers', P. S. & W. Co.40&10

Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

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Cleaners, Sidewalk— ₱ doz

Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago.....Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ₱ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—

Norway Axle ..... 60&10&10%
Norway Spring Bar Clips ..... 60&10&10%
Superior Axle Clips ..... 60&10&10%

Coffee Mills—

Box and Side ..... 50@50&10%
Enterprise Mfg. Co ..... 25@30
Logan & Strobridge Co ..... net prices
National Specialty Mfg. Co 30%
The Swift, Lane Bros. Co 30%
Waddell's New Box Mills 10%
Ideal Brand, New List ..... 60@60&10%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses ..... 50&5%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension 40%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%
Starrett's Fay's Patent Spring Calipers and Div ..... 25&10%
Wright's 33⅓%

Coopers' Tools—

Bradley's 20%
Barton's ..... 20@20&5%
Beatty's 33⅓%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co ..... 25&10@30&10%
Shaver, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co 33⅓%
Howe Bros. & Hulbert 40%
Humason & Beckley Mfg. Co.. 40&10%
Samson ..... ₱ doz $10.00
Williamson's 40%

Corn Hooks— ₱ doz

Kretsinger Cut Easy ..... $3.00 net

Corn Knives and Cutters—

Bradley's ..... net
Wadsworth's ..... net

Countersinks—

Mayhew's Diamond 40%
Smith's 25%
Snell's 50%
Wheeler's Patent ..... 50&10%

Crayons—

Sargent's List 20%
Dixone: ₱ gro.
Eclipse $3.75
Emerald 5.00
Oriole 5.00
Rainbow 2.81
Solid 7.50

Curry Combs—

Fitch's List, Nov. 20, '96 ..... 25&10%
Kohler's ..... 30@35%
New York Stamping Co. List, Sept. 17, '97 ..... 40%
Perfect 40%
Rubber, ₱ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cycle Hangers—

Lane's ..... 33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) ..... 40&10%
Pope & Stevens:
Brass 40%
Embossed ..... 30&10%
Leather 40%
Union Hardware Co. New List ..... 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 50&10%
Home ..... 45&10@45&10&10%
Norton's 50%
Toler's 40%

Door Springs—

Champion (Coil) 50%
Gem (Coil), list Oct. '95 ..... 20%
Rubber, complete, ₱ doz. $5.50 ..... 45@50%
Star (Coil), list Oct. '95 ..... 20&10%
Torrey's Rod, 39 in., ₱ gro $15.00
Torrey's Rod, 43 in., ₱ gro 42.00
Victor, Coil ..... 50&10%

Drawer Pulls—

Sargent's List 60%

Drawing Knives—

Adjustable Handle ..... 25@25&10%
Bradley's 35%
Douglass ..... 70&10%
Jennings & Griffin 66⅔%
Mix ..... 70&10%
Ohio Tool Co ..... 70&10%
P. S & W ..... 70&10%
Witherby ..... 70&10%
Watrous ..... 30&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools 50%
Bench, Manneers 66⅔%
Blacksmiths' 60%
Breast, Bartholomew's ..... 25&10%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00 ..... 15&10%
Clamp 20%
Ratchet, Billings' Double Acting 33⅓%
Ratchet, Ingersoll's 25%
Ratchet, Merrill's ..... 20@20&5%
Ratchet, Moore's Triple Act ..... 25@30%
Ratchet, Fletcher's 40%
Ratchet, Whitney's 50%
Ratchet, Weston's ..... 20@25%
Stearns' Bench 30%
Upright, B. & P 50%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10 00: Adjustable No. 10, $12.00 ..... 33⅓%
Wilson's Drill Stocks 10%

TWIST DRILLS—

See Augers and Bits.

BLACKSMITHS'

Coe's 60%
Prentice 60%

Drug Mills—

National Specialty Mfg. Co 30%

Dust Beaters— ₱ doz.

Planet Mfg. Co., No. 1 ..... $3.00
Planet Mfg. Co., No. 2 ..... 4.00
Planet Mfg. Co., No. 3 ..... 5.00

Easy Lawn Swings— ₱ doz.

Ulrich Mfg. Co $85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ₱ doz. 75 cts., ₱ gro. $7.50
Extra Family Size ..... ₱ doz. 2.00
Keystone 33⅓%
Spiral ..... ₱ gro. $4.25@$4.50
Standard Co.: ₱ gro.
Dover, No. 5 ..... $5 50
Dover, No. 10 ..... 7.00
Dover, Steel Handle, No. 10 ..... 7.00
Dover, Extra Heavy, No. 15 ..... 12.00
Rival 9.00

Emery—

Genuine Turkish Walpole Mills, No. 6 to 46, ₱ lb ..... 10c } 20%
No. 54 to 150, ₱ lb ..... 10c }
Flour, ₱ lb 8c

Enameline— ₱ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₱ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Woestenholm's ..... $3 25..10%

Faucets—

Brass Globe Cocks ..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs ..... 50&10@60%
Red Cedar ..... 40@40&10%
Red Cedar, bbl. lots 50%
Frary's Pat. Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "Buckeye," Metal Key 40%
John Sommer's "Rochester," Metal Key 50%
John Sommer's "Rival," Metal Key. 50%
John Sommer's "Crescent," Metal Key ..... 50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "Common," Cork Lined 70%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50&10%
Star ..... 60@60&5%

SELF MEASURING—

Enterprise ₱ doz. $36.00 ..... 40%
Lane's ₱ doz. $36.00 ..... 40&5@40&10%
National Specialty Mfg. Co 33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 70&10%
Arcade 70%
Derby ..... 75&10%
Disston's 70%
Disston's Superfine ..... 25@30%
Eagle 70%
Economy ..... 75&10%
Great Western ..... 70&10%
Kearney & Foot ..... 70&10%
Nicholson 70%
Nicholson's X. F. Files ..... 30@25&10%
Royal 75
Second Quality Files ..... 80&10%
Tiger 75%
Victor ..... 75&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... 25&10%

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks ..... 40&5%
Ballast or Stone Forks ..... 40&5%
Beet Forks ..... 40&5%
Coal Forks ..... 40&5%
Coke and Cotton Seed Forks ..... 40&5%
Hay Forks, Four Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Four Tine ..... 60&30%
Manure Forks, Four Tine 75%
Manure Forks, Five and Six Tine 70%
Grain or Barley Forks ..... 70&10&2½%
Heavy Mill, Manure or Street Forks. 75%
Oyster Forks ..... 40&5%
Potato Digging Forks 65%
Potato Scoop Forks 50%
Shaving Forks ..... 40&5%
Sluice Forks ..... 40&5%
Socket Hay Forks, Four Tine. 66⅔&5%
Socket Manure Forks, Four Tine. 70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks ..... 70&5%
Stone Picking Forks 65%
Tanner's Forks ..... 40&5%
Hay Forks, Three Tine, Standard Size 66⅔%
Hay Herder and Baler Forks, Three Tine ..... 67½&2½%
Hay Forks, Two Tine, Standard Size 65%

Fruit, Wine and Jelly Presses.

Enterprise ..... 25@30%

Fry Pans—

Acme Fry Pans ..... 70@70&5%
Burnished, regular goods ..... 75@75&10%
Standard List ..... 70&10@75%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ₱ 1000 ft. $4.50 ..... 25%
Common Cotton Fuse, ₱ 1000 ft. $4.75 ..... 25%
Single Taped Fuse, ₱ 1000 ft. $8.00. 25%
Double Taped Fuse, ₱ 1000 ft. $10.00 25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc.. 55&10@55&10&10%
Stanley's ..... 60&10%
Stanley's Chisel ..... 20&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Copeland Champion Bit, ₱ doz. $2.00 net
Stubs' Wire and Drill 20%
Wire, Morse's 25%
Wire, P. S. & W., low list ..... 10 & 10%
Wire, Wheeler, Madden & Co 10%

Gimlets—

"Diamond" Gimlets, ₱ gr. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue ..... 25&25&10%
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots—

Tinned ..... 30&10@40%

Graters—

Champion Nutmeg ..... ₱ doz. $9.00
Edgar's Nutmeg ..... ₱ gro. $10.50..10%
Enterprise ..... 25@30%
Rotary Nutmeg ..... ₱ gro. $9.00

Griddles—

Cronk's 70%

Grindstone Fixtures—

P., S. & W. Co ..... 50&10%
Russell & Erwin ..... 70&10%
Sargent's Patent ..... 70&10%
Stowell ..... 55&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₱ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co ..... 50&10%
Henry Cheney Hammer Co.:
Handled Claw ..... 40&10%
Machinists' ..... 50&10%
Humason & Beckley ..... 40&10%
Dunlap's Patent 25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40%
H. & B., Tack ..... 50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail. 33⅓&5%
Engineers and B. S. Hand. .. 50&10%
Y. & P., A. E. Nail ..... 33⅓&5%
Other Brands ..... 40&5%
Sargent's New List ..... 40@40&10%
Ulrich's Handy ..... ₱ doz. $3.00
Verree ..... 50&10%
Warner & Noble's New List 25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... ₱ lb 40c } 70@70&10%
3 to 5 lb ..... ₱ lb 36c }
Over 5 lb ..... ₱ lb 30c ..... 70&5%
Heavy Weights ..... 70&5%
Wilkinson's Smiths ..... 9½c@10c ₱ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute 35%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₱ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's ..... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb 80c. 70%

Nos.	0	1	2	3	4
₱ doz	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%

Drawer Handles 60%
Ring Handles 70%
Roggin's Latches ..... 35@35&10%
Shelf Box Handles 65%
Trunk Handles 60%
Tub Handles ..... 60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock 50%
Bronzed ..... 50@50&10%
Japanned, with Nuts ..... 45&10%
Japanned, with Plate ..... 45&10%
Japanned, without Plate ..... 45&10%

DOOR PULL—
Bar ..... 60@60&10%
Barn Door ..... 50&10%
Chest and Lifting ..... 60@60&10%
Drawer Pulls ..... 50&10@60%
Plain B. M. ..... 6 @60&10%
Push Plates, Sargent's List 60@60&10%
Sash Pull Plates ..... 70&10%
Sash Pulls ..... 60&10&10%
Window Pulls 66⅔%

WOOD—
Auger, assorted ..... ℔ gr. $2.25@2.50
Auger, large ..... ℔ gr. 3.00@3.25
Auger, Douglass' Pat., ℔ set, No. 1. $1.0 ; No. 2, $1.40 .60&10%
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32⅛ 40%
Auger, Swan's Pat., ℔ set, No. 3. $1.00; No. 4, $1.25 ..... 25&10%
Brad Awl ..... ℔ gr. $1.75@$2 00
Chisel, Worcester, Leather Cap'd .. 1 50
Disston's Crosscut 50%
File, assorted ..... ℔ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.50
Firmer Chisel, Apple, large, ℔ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ℔ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork ..60&10@60&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins 40%
Champion ..... 45@45&10%

Hangers—
American Trackless ..... 33⅓&20%
Barn Door, old pattern ..... 60&10%
Barn Door, New England ..... 66⅔@70%
Barry, $6.00 ..... 50&10%
Best Anti-Friction ..... 60&10%
Challenge Barn Door 50%
Cronk's Roller Bearing, No. 0, $15 00; No. 4, $18.00; No. 5, $26.00. 60&10&5%
Cronk's Steel, cov'd, Loose Axle 60%
Coburn 40%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lane's Barn Door:
Barn Door, Standard 60%
Covered ..... 50&10@50&10&5%
Special 60%
No. 50 ..... 50&10@60&5%
New Model, Tinned ..... 30&10@40%
Parlor:
Standard ..... ℔ set, net, $3.50@$3.60
Ball Bearing " " 4.50@ —
New Model " " 3.00@ —
New Champion " " 2.40@ 2.50
Manhattan 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ℔ dozen pairs ..... 60&10%
Richards' Single Track, Steel ..... 40&10%
Richards' Anti-Friction 50%
Stearns:
Single Track, No. 5 ..... 30&20%
Gem 60%
Royal 60%
Challenge 60%
Warner, 1 and 2 ..... 40%
Stowell Mfg. Co.'s Barn Door:
Badger ..... 60&10%
Climax ..... 55&5%
Interstate 60%
Magic 50%
Matchless, Covered ..... 50&10%
Nansen, Roller Bearing ..... 50&10%
Parlor Door 50%
Wild West ..... 50&5%
Zenith, for Wood Track ..... 55&5%
Baggage Car Door ..... 33⅓&5
Elevator 40%
Railroad ..... 55&5%
Street Car Door ..... 50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00 .60&10&2½%
Warner's Patent ..... 30&10&10%
Wilcox 40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1 10 ℔ doz. 40&10%
Wrought ..... 80&10@85%
Wrought, Stanley 80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley ..... 60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point .50%
Auburn Straw 40%
Lightning, from jobbers ..... 60&5%
Wadsworth's 40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 84, 50&10%
Rolled Plate 70%
Rolled Raised 70%
Plate Hinges, "Providence," 6 to 12 in., ℔ lb, 5c., 14 to 36 in., ℔ lb, 4c.
Screw Hook and Strap, 6 to 12 in. ℔ lb. 3¼@3¾c.
Screw Hook and Strap, 14 to 20 in.. ℔ lb. 3¼@3¼c.
Screw Hook and Strap, 22 to 36 in., ℔ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges ..66⅔@66⅔&10&10%
Heavy Strap Hinges ..... 70@70&10&10%
Light T Hinges ..... 50&10@60&10%
Heavy T Hinges 60&10@60&10&10%
Extra Heavy T Hinges ..... 66⅔@70&10%
Long Chest Hinges ..... 45@50&10%
Hinge Hasps ..... 45@50&10%
Crate Hasps ..... 45@50&10%
Crate Hinges ..... 66⅔@70&10%

SPRING HINGES—
Bommer's 33⅓%
Bardsley's Patent Checking 15%
Chicago 25%
Champion 60%
Keil's American 30%
Matchless, Double Acting Pivot 25%
New Idea, No. 1 ..... ℔ gr. $7.50
New Idea, No. 2 ..... ℔ gr. 18.00
Rex ..... ℔ gr. 13.00
Royal, Japanned 66⅔%
Rubber 66⅔%
Sargent's List, 1894:
Bronze Metal ..... 70&10&10%
Japanned Surface, Single ..... 70&10%
Japanned Surface, Double ..... 60&10%
Mortise ..... 70&10%
Model ..... 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double ..... 60&10%
Vigilant 60%
Stearns 75%
Union Spring Hinge Co.'s List, March, 1894 ..... 30%
Union Mfg. Co 25%
Van Wagoner & Williams Hdw. Co.:
Acorn ..... ℔ gr. $12 50
Acme 20%
Acme, Brass 20%
American 20%
Clover Leaf ..... ℔ gr. $12.50
Columbia, No. 14 ..... ℔ gr. 9.00
Columbia, No. 18 ..... ℔ gr. 25.00
Crown 30%
Gem 25%
Knoxall ..... ℔ gr. $9.00
Oxford 25%
Wiles', No. 1, ℔ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic ..... ℔ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ℔ doz. $7.80 ..... 60%
N. E., Reversible, ℔ doz. $5.60 ..... 60%
N. Y. State, ℔ doz. $4.90 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ℔ doz. $4.20 ..... 60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Huffer ..... 55@60%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Champion Gravity Locking, No. 75 ..... 70&10&10%
1808, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5 ..... 70&5%
Double Locking, Nos. 20 and 25 ..... 70%
Empire, Nos. 101 and 103 ..... 70%
Niagara Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Noiseless, Nos. 50, 60, 65 and 55 .. 80%
O. S., Lull & Porter ..... 80&10%
Pioneer, Nos. 090, 45 and 5½ 70%
Steamboat Gravity Locking, No. 10 ..... 70&10&5%
Stenger's Positive Locking 70%
W. H. Co.'s No. 2 Mortise Gravity .. 60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ℔ doz. sets
Stanley's Rolled ..... 20&10%
Stanley's Rolled Center 30%

Hitching Cords—
Covert Mfg. Co 45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes 65%
Cotton Hoes ..... 70&10&10&5&2%
Cotton Chopper Hoes ..... 75&10&7½%
Garden Hoes ..... 75&2%
Harper's No. 7 Mortar Hoes 65%
Jersey Hoes 65%
Kretzinger, Cut-Ezy ..... 75&5%
Ladies' Cotton Hoes ..... 75&10&7½%
Laid Steel Edge Hoes ..... 25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes .. 75&7½&2%
Planter Hoes, Regular Pattern ..70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes ..... 75& 0&2%
Special Mortar Hoes ..... 40&10&2½%
Sunhem Meadow Hoes ..... 75&5&2½%
Tobacco Hoes ..... 75&20%
Toy Ladies' and Boys' Hoes .70&10&10%
Truck Hoes .. .. 50&10&2%
Warren Hoes 60%
Weeding Hoes and Rakes 75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Pearl, Agate ..... 40&10%
Peerless Enameled Ware 70%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 40&10%
White-Ware ..... 33⅓&10%

STOVE HOLLOW WARE—
Ground ..... 60&10&10%
Unground ..... 70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans ..... 45@50%
Maslin Kettles ..... 70@70&10%
Tinned Boilers and Saucepans ..45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co ..... 40&5%
Holmes & Edwards Silver Co .40&15&5%
Meriden Britannia Co ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds 70%
Manure 70%
Iowa F. T. Co.'s Clam ..... 60&10&2½%

RUSH—
Jennings & Griffin's ..... 33⅓&5%

CORN—
Kretzinger Cut-Ezy ..... ℔ doz. $8 net

CAST IRON—
Bird Cage, Sargent's list ..... 60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 50&10%
Chandelier 70%
Clothes Line, Sargent's list ..... 50&10%
Coat and Hat, Sargent's list ..... 50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Wardrobe 55%

WROUGHT IRON AND STEEL—
Cotton ..... ℔ doz. $1.25
Cotton Pat (N. Y. Mallet & Handle Works) 20%
Hammock Hooks, E. C. Stearns, ℔ doz 50c
Picture, T. & S. Mfg. Co 75%
Tassel, T. & S. Mfg. Co ..... 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley ..... 80&10%

WIRE—
Atlas Coat and Hat 45%
Belt 60%
Crescent, Coat and Hat 60%
Wire Coat and Hat, Acme 60%
Wire Coat and Hat, Gem 66⅔%
Wire Ceiling, Gem 66⅔%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass ... No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes -Brass ..... 60&10%
Hooks and Eyes -Mal. Iron .. 70@70&10%
Cotton, Box and Hay ..... 60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&10%
American, all sizes						10½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	22c	40&5&2%
Clinton Fin	19c	17c	16c	15c	14c	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—
Horse and Mule, per keg $3.75
Burden's, all sizes 3.70
Bryden, Phœnix, Perkins, &c 3.75
Diamond State, Shoenberger, Crescent, &c ..... $3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Hose, Rubber—
Boston Belting Co.:
"Boston" 50%
Competition 70%
Extra 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick ..... ℔ gr. $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel ..... ℔ doz. $12.00
Ice Crusher, No. 3 ..... ℔ doz. 8.00
Ice Crusher, No. 2 ..... ℔ doz. 6.00
Ice Crusher, No. 1 ..... ℔ doz. 20.00
Ice Tools ..... ℔ doz. 4.00
25&10&5%
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, ℔ doz. $6.00 .. 25@30%
No. 84, ℔ doz. 15.00 .. 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Ames':
Bread Knives, ℔ doz $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping ..... 33⅓&5
Dunlap Kitchen and Bread Knives .25%
Foster Bros.' Butcher, &c 30%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base 10%
Base, Rubber Tip, 2½ in. Bead, ℔ gr. $1.50
Carriage, Jap ..... ℔ gr. 80c..60%
Door Mineral, R. & E. list ..45&10%
Door Por. Jap'd, " " ..45&10%
Door Por. Nickel, " " ..45&10%
Picture, Judd's ..... 50&10%
Picture, Sargent's ..... 60&10%
Yale & Towne Wood ..... net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6 50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....50&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ₩ lb
Lead Pipe, full lengths.....6c
Lead Pipe, cut lengths.....6½c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....87½c
Sheet Lead, full rolls.....7c
Sheet Lead, cut rolls.....8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₩ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....₩ doz. $6.00
80&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....83⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 ..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co.....net prices
Champion Night Latches.....40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....83⅓%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....83⅓%
Corbin.....83⅓%
Yale.....83⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%
Nos.... 1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz. 33⅓%
Nos 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1, ₩ doz. $28.....60%
Little Giant.....50& 0%
Nos... 305 310 312 320 322
$35 $48 $44 $72 $88
Miles' Challenge, ₩ doz.....45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's, ₩ doz.....33⅓%
Nos..... 100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter....
₩ doz. $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Magnolia, Anti-Friction.....25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $4.00, 40%
P. S. & W.....85&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....60@ 0&5%
PICTURE—
Brass Head, Combination list.....70%
Brass Head, Sargent's list... 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, ₩ doz.....$9.00
Cyclops.....35%
Eclipse.....₩ doz. 18 00, 25&10&10%
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....20&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. 24.00, 10%
Pelican.....₩ doz. $9.00, 40@40&10%
Scranton, No. 2.....₩ doz. $10.00
Scranton, No. 3.....₩ doz. 9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point, ₩ gro. $12, 25%
Humason's.....50&10%
₩ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon..... 4.00@4.75
Round, assorted..... 3.00@3.25
Square..... 4.00@4.25
Snell's:
Octagon.....$4.75
Corrugated..... 6.50
Knurled..... 9.00

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$5.20
Hot pressed, hexagon, blank..... 5.50
Hot pressed, square, tapped..... 5.00
Hot pressed, hexagon, tapped..... 5.80
Cold punched, plain, square, blank 4.30
Cold punched, hexagon, square, blank..... 4.40
Cold punched, plain, square, tapped..... 4.10
Cold punched, plain, hexagon, tapped..... 4.20

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader..... .60
Perfect Oilers..... 1.50
Star Pocket Oilers..... .75
Draper's:
Brass.....70&10%
Steel.....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....5 &10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ₩ lb.....$ .60
Rosy Red Washita..... .60
Extra Washita, Green Paper Wrapper, ₩ lb..... .50
No. 1..... .40
No. 2..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, ⅛ to 5-16 edge, ₩ lb: .90
Lily White Slips..... .90
Rosy Red Slips..... .80
Extra Slips, same sizes as above.. .70
No. 1..... .40
No. 2..... .70
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ₩ lb
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ₩ doz.
8x2.....$12.00
7x2..... 11.00
6x2..... 10.00
5x2..... 9.00
4x1½..... 7.00
3½x1..... 5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ lb.....$ .24
About 2x2x1½, extra selected... .40
Discount, 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, ₩ lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 12c@14c
Italian Packing..... 10c@12c
Jute.....5c@5½c
Russian Packing..... 10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance.....$ 4.50
Baldwin..... 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State..... 12.00
Improved Bay State.....$27@30.00
Little Star..... 4.00
New Lightning..... 5.50
Penn..... 3.75
Perfection..... 4.00
Reading, 72..... 4.00
Reading, 78..... 7.00
Scott's Pat. Rotary.....$15.00, 20%
Turntable, Old Style..... 4.50
Turntable, 1898..... 5.00
White Mountain..... 4.00
POTATO— ₩ doz.
Saratoga.....$5.50
White Mountain..... 4.50

Pencils—
Dixon's: ₩ gro.
Carpenter's.....$3.67@8.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Lead..... 2.18@4.88
Lumber.....6.87
Mascot, Hexagon.....3.75
Mascot, Round.....3.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality..... 45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous.....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky } 80&10@40%
Buck Bros.....80%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Crew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00.....25%
Flat and Round Nose..... 33⅓%
Gas Pliers, No. 100..... 40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in., $18.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz. $12.00..80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 5% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's..... 40&10&10%
Davis':
Inclinometers.....20%
Iron Levels..... 25&10%
Disston's.....70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....83⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb 8c
Joseph Dixon's.....₩ gro. $5.75, 10%
Gem.....₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt..... $ .75 $ 6.50 } 10@
1½ qt..... .85 8.00 } 15%
2 qt..... 1.15 12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $8.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohler's: ₩ doz.
Little Giant, No. 12..... $12.00
Hercules, No. 25..... 10.00
Invincible, No. 6..... 9.00
Pioneer, No. 714..... 7.50
Lock Lever, No. 20..... 12.00
Universal, No. 49..... 12.00
New Champion, No. 37..... 6.00
Iron Handle, No. 38..... 7.00
Ryan's.....₩ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.....60%

Potato Hooks, etc.—
Hoe Down Hooks..... 75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw....₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12.00, 25&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—
Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No 235, Fig. 403, Windmill Pump.....16.00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16.00
No. 268, Fig. 513, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—
Torrent Pump Co.: Net
Purifying Pump, each.....$8.00
Chain for same, ₱ foot.....11
Torrent C. P. Curbs, each.....1.50
Same, fitted for 2-inch tubing...1.60
Poplar Tubing, ₱ 100 feet.....4.50
2-inch Tubing, ₱ 100 feet.....5.00
Galvanized Iron Tub'g, ₱ 100 ft...7.00
Couplings for same, ₱ pair.....15
Galvanized Chain, ₱ 100 pounds..6.00
Torrent Rubber Buckets.....5.50
Victor Buckets, ₱ 100.....7.50
Cleveland Buckets, ₱ 100.....4.50
Torrent W. D.....50%
Roberts W D.....50%
Wood Suction Pumps.....50%
Galvanized Iron Pumps.....50%
Cyclone Force Pump.....50%
Oatman Handy Hoops.....40%
Eave-Trough Hangers.....40%
Net
Sprayers, ₱ dozen.....$4.50
Acme Riveter, ₱ dozen.....4.50
Dreyer Spoke Repairer, ₱ doz...60
Roberts Chain, ₱ 100 feet.....5.50
Delivered f. o. b, Miles Avenue Station.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co., 20&2%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet.....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1⅛ in., ₱ ft, 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.00@3 75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—
Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—
Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—
HOT AIR—
New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Copper.....62½%

Rivet Sets—
Regular List.....70%

Rollers—
Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—
Cotton Rope, Best, ₱ lb
¼ inch and larger.....13 @14c
Medium, ¼ in. and larger...10 @12c
Common, ¼ in. and larger..8½@10c
Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....14½c
⅜ in.....15 c
¼ and 5-16 in.....15½c
Hay Rope, Medium.....14½c
Sisal:
7-16 in. and larger.....9½c
⅜ in.....10 c
¼ and 5-16 in.....10½c
Med. L'th Y'rn.....9½c
Hay Rope.....10 c

Rules—
Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....25&10

Sad Irons—
Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 2-5
Self-heating, Tailors'.₱ doz. $2.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—
Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—
Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass," White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 38c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.
Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—
Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—
Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ¼ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....30%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....35&10%
Hand Panel, Rip and other Saws 25&10%
Peace:
Cross Cuts.....45&10%
Hard Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—
Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive....$18.00 ₱ doz. 60%

Scales—
Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161....₱ doz. 5.75@ 6.00
Union Platform Plain.... 2.00@ 2.10
Striped..... 2.15@ 2.25

Scale Beams—
Chatillon's No. 1.....20%
Chatillon's No. 2.....30%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—
DOOR—
Phillips: ₱ doz.
⅞ in., Style E, Fancy Screen Doors.....$12.00
⅞-in., Style G, Common Screen Doors.....7.75
⅞-in., Style K, Fancy Screen Doors.....9.90
⅞-in., Style K4, Fancy Screen Doors.....10 50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens..... .. 50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns
Frames and Corners..... 25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers... .....25&10&5%
Buck Bros 30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co .. ..40&10%
Jennings & Griffin 66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $34.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40..... .....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co's:
No. 64, Varnished Handles....60&10%
No. 86..... .....70&10%
Snell's Nos. 5 and 10 ... .75%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz .....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head 77½%
Brass, Round Head.....72½%
Bronze, Flat Head 72½%
Bronze, Round Head.....70%
Coppered, Flat Head..... .....75%
Coppered, Round Head 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head..... 70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.... ... .50%
Brass, Round Head.....50%
Iron, Flat Head 50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....℔ doz. 2.40
Chair .....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing 50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's 60%
Piano Stool .....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15..... .....25%
Barnes' Scroll Saw Blades.....40%
Cricket..... .....10&10%
C. E. Jennings & Co 25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00 ... .15&10%

Scythes—
Grain .....net
Grass .....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers... .....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel..... 60%
Shears, Tailors'.....40%
Shears, Tinners'.....40%
Tinners Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled..... .... 60%
Standard Cutlery Co.:
Japanned..... .....70&10%
Nickeled ... .60&10%
Star Brand:
Nickel Scissors..... . .....60%
Nickel Shears..... .....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned 70%
Nickeled 60%
Tailors' Shears..... . .40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list..... .....60&10&2%
Hatfield's Pattern... .....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller..... 60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co. s..... 60@60&10%
Sargent's list 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.90	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head .....60&10@60&10&10%
Iron Head .....60&10@60&10&5%

Shutter Bars—
Ives'..... .....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12..... 40%
Enterprise. .....25@30%
Enterprise Mfg. Co..... ...25%
Tucker & Dorsey:
1 Knife .....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters 50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise..... ..... 25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes..... .....66⅔%
Fitch's:
Bolt..... ...45%
Bristol ....40&10
Champion 40%
Clipper.....50&10&5%
Empire .....50&5%
National .....50&5%
Security 40%
Victor..... ....60&5%
German, new list.....40%
Sargent's:
Patent Guarded..... .....66⅔%
Covered Spring..... .....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps....
Breast Strap Protector.....
Double for Bits or Trace Carrier } 45%
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....40%
Derby Snaps 35%
Rope Snaps 40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) ...50&10%
Iron.....℔ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best 80%
Wood, 2d quality..... ...33⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle" .....50&10%
"Star" .....50&10%
Rogers, Smith & Co .. ..50&10%
Rogers & Hamilton ... .50&10%
Holmes & Edwards.... .. ...50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$8.50
"Anchor" 8.25
"Eagle" 8.25
"Star" 8.25
Rogers, Smith & Co..... 8.25
Rogers & Hamilton..... ... 8.25
Holmes & Edwards..... 8.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900 .....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut ... .60%
Brass, Oval or Hollow..... .50%

Staples—
Barbed Blind—⅛, 5/16, and ¾ inch, ℔ lb... .....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's 30%

Stocks and Dies.
BICYCLE—
Holroyd & Co..... ....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co..... .....40@50%
Lightning Screw Plate..... 25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.... .....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued .....90&10&10&10%
American, Tinned .....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S ....90&30%
Common and Patent Brads.....70&10%
Finishing Nails .....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks..... 70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk..... ....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, ℔ doz., net $1.00
Columbia, No. 2, ℔ doz., net..... 1.50
Little Jack.....℔ doz.,..... 1.00

Tapes, Measuring—
American Asses' Skin..... ....40&10@50%
Leather Case ....25@25&10%
Steel .....33⅓@40%
Chestermans..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw..... 70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1½..... ...80@80&10%
Pipe, 2 to 4..... . ...70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's 25%
Sargent's..... .....40&10%
Stanley's.....80&10%
Tower & Lyon 33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track..... .. 3.25
Common 6 in. Wood Sheave Pulley, Fig. 483..... .....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork .. ...each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 485 .....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485 .....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486 ....℔ doz. 2.25
Hanging Hooks for Double Steel Track .....℔ doz. .65
Hanging Hooks for Single Steel Track ....℔ doz. .65
Hanging Hooks for Wood Track, 10 in..... .....℔ doz. .55
Hanging Hooks for Wood Track, 14 in 65
Malleable Frame K. P. Pulleys, Fig. 676..... .....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork .....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 484 .....℔ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... ... 3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T.... 3.50
Single Rail Steel Track with clamps..... ℔ ft. .0

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Sprout's Shear Fork, each $1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 308 and 304, ₱ 100. .....$12.00
Shaw's:
Copper Finished..... 80&10%
Lever ..... 70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50, ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N..... 65%
Newhouse 40%
Victor ..... 70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat..... 50%
New Rat..... 50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em alive, ₱ doz.$2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal, ₱ gro $9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24..... .....$10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz.. $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer. No. 1, ₱ gro., $15.00; No. 2, ₱ gro. $15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... 4.20
Reddy, No. 80..... 3 60
Reddy, No. 40..... 3.60
Reddy Rat Traps, No. 2 ..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering. 25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... ..... 25%
Pointing 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson.....25@25&10%
"Rose" Brick, Plastering and Moulders..... ..... 30@30&10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W. 40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination..... .....50%
Plain and Hinge..... 60%
Athol, Oval Slide..... 60%
Adams, Diamond..... 40%
Bonney's Champion..... 40%
Fisher & Norris Double Screw 15%
Holland's 40%
Howard's..... 40%
Little Giant Bench..... . ...25&10%
Lowell Hand..... 33⅓%
Millers Falls:
Mechanics'..... net@10%
Oval Slide..... 50&10%
Ball Clamp..... ..45%
Gravity ..... net
Hand 15%
Moore's..... 20%
Parker's:
Regular .... 20@25%
Combination Pipe... ..... 55@60%
Oval Slide..... ... ...55@60%
Victor..... ....20@25%
Vulcan .... 40@45%
Phenix ..... 20@20&10%
Prentiss..... 20@25%
Sargent's 70%
Simpson's Adjustable..... 40%
Stephens..... 25@33⅓%
Trenton .... 40@40&5%
V. W. & W. Parallel..... 40%
Coach Makers 40%
Oval Slide. 40%
Wright's Pipe..... ..... 40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... 70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. . .....25&10%

Window Stop Adjusters—

Ives' New List..... .....40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire..... .....10%
Bright Wire Goods, New List.30@30&10%
Cast Steel Wire.....50%
Copper Wire 10%
Annealed and Tinned on Spools.....50%
Brass and Copper on Spools. 40%
Spooled Wire, ass'd for Retailing....60%
Market Wire, Bright and Annealed:
Nos. 6 to 9..... 75%
Nos. 10 to 18..... 75&5%
Nos. 19 to 26..... 75&15%
Nos. 27 to 36..... 75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9..... 70%
Nos. 10 to 18..... 70&5%
Nos. 19 to 26 ..... 70&10%
Nos. 27 to 36 ....70&10&10%
Tinned:
Nos. 6 to 14..... . .70&10&10%
Nos. 15 to 18.... .....70&10&5%
Nos. 19 to 26 ..... 70&10%
Nos. 27 to 36 ..... 70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported..... ₱ lb. 60@70c
Stub's Steel Wire..... ..$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .....75&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50@$1.75

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .30%
Iron..... ....30%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.50
Alligator 70%
Baxter's. .....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Protection 40%
Patent Combination Black.....40&5%
Patent Combination Bright 40%
Bicycle:
Club..... .....40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's ....30@33⅓%
Coes':
Genuine ..... 25&10&5&5&2%
"Mechanics'" ...25&10&10&5&5&2%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer..... .. 40%
Eagle Pipe..... .....50&10%
Gem 33⅓%
Stillson Pipe..... 50%
Taylor Pipe and Nut 40%
Acme..... .....60@60&5%
Bull Dog..... 60&10%
Hercules 70%
J. H. Williams & Co..... 25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....3%
Colby Wringer Co., list May 1, 1894. 2%
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... .....2%
Peerless Mfg. Co , list Feb., 1892 .....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 68c
Linseed, City, Boiled, in barrels, ₱ gal. 70c
Out of Town on Spot.....₱ gal. 68c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9¼c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... .... 2.40
In cans, 50 lb..... .... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.!0
In cans, 3 lb..... ... . 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... .... 5.00

Spirits Turpentine—

In regular bbls.....	51 c
In machine bbls.....	51½c

Dry Colors—

	₱ lb	
Blue, Chinese	35	@40 c
Blue, Prussian	33	@38 c
Blue, Ultramarine	6	@30 c
Sienna, Italian, burnt & powdered	4½	@10 c
Sienna, Italian, raw & powdered	3	@ 7 c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary....	5	@ 7 c
Green, Paris, in bulk 15		@16 c
Indian Red, American	2½	@ 3 c
Indian Red, English	4½	@ 8½c

Colors in Oil—

Black Lampblack, best. 18	@15	c
Black Lampblack, common.. 7	@10	c
Blue, Chinese 35	@40	c
Blue, Prussian 32	@35	c
Blue, Ultramarine 16	@20	c
Sienna, burnt 12	@15	c
Sienna, raw. 12	@15	c
Umber, burnt 12	@16	c
Umber, raw... 12	@16	c
Brown, Vandyke 12	@16	c

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [*Cutlery, Guns, etc.*]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

"EACH YEAR RECEIVED BETTER RESULTS."

Standard Tool Co., Cleveland, Ohio. [*Tools*]: During the four years we have had an advertisement in HARDWARE we have each year received better results.

"VALUE VERY HIGHLY."

Ausable Horse Nail Co., New York. [*Horse Nails*]: We value HARDWARE very highly as an advertising medium.

"ONE OF THE BEST MEDIUMS KNOWN."

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

"RESULTS ARE SO SATISFACTORY."

Capewell Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co., Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Cement.
Major Cement Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Doebler Mfg. Co., Middletown, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.

Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co , West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co , New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny Pa.

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co.. Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Lightning-Rod Fixtures.

Cleveland Galvanizing Works, Cleveland, Ohio.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Trimont Mfg. Co., Roxbury, Mass.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport, Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.

Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.

John H Graham & Co., New York.
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Cleveland Galvanizing Works, Cleveland, Ohio.

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Clinton Wire Cloth Co., Clinton, Mass.

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Reamers.

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Standard Tool Co., Cleveland, Ohio.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy, Philadelphia.

Reels, Wood.

John Sommer's Son, Newark, N. J.

Registers.

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Revolution Counter.

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Riveters.

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Rivets.

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Salem Nail Co., New York.

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Berger Bros. Co., Philadelphia.
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Ruberoid Roofing.

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Sash Locks.

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W. & E. T. Fitch Co., New Haven, Conn.
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Payson Mfg. Co., Chicago, Ill.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P W. Paper Co.... 4
Allerton-Clarke Co..... *
American Cutlery Co. 48
American Railway Supply Co..... *
American Shearer Mfg. Co.....46
Ames Sword Co..... 11
Arcade File Works..... *
Arcade Mfg. Co..... ... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co.....41
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.... 1
Ausable Horse Nail Co..... 8

B

Baeder, Adamson & Co..... 5
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.. 64
Baxter Schenkelberger & Co.....38
Berger Bros. Co..... 18
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son 45
Bommer Bros 61
Boston Belting Co.....15
Brass Goods Mfg. Co.....48
Bruce & Cook..... 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 48
Burnham, Geo. Co.....38
Burr Mfg. Co..... 4

C

Capewell Horse Nail Co.....64
Cary Mfg. Co.....48
Champion Safety Lock Co..... 45
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons.. ..... *
Chilton Paint Co.....46
Cincinnati Screw & Tap Co 1
Clark & Cowles..... 5
Cleveland Galvanizing Works.....45
Cleveland Stone Co 7
Cleve'and Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Coates Clipper Mfg. Co.....11
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.. 38
Conroy (P. J.) Co..... 43
Contractors' Plant Mfg. Co.....45
Covert Mfg. Co..... 1
Cronk Hanger Co..... 10
Cushman & Denison.....39

D

Dangler Stove & Mfg. Co.....63
Deming (The) Co.....64
Detroit Fence Co. 39
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co.....11
Dow Wire Works Co.....16
Ducharmes (The) & Co..... 1
Dunbar Bros.. 1
Du Pont (E. I.) de Nemours & Co.... 3

E

Ellis & Helfenberger.....46
Enterprise Mfg. Co of Pa..... 8
Erie Specialty Co 2

F

Field (Alfred) & Co. 10
Field (Alfred) & Co 13
Fitch (W. & E. T) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co.....63
Glidden Varnish Co.....37
Goodell Co... 18
Graham (John H.) & Co..... 8

H

Hanson & Van Winkle Co..... 2
Hardware Publishing Co..... 14
Hardwaremen's Exchange.....46
Harkins (T. B.) Foundry Co.....63
Harrington & Richardson Arms Co... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham 1
Hawkins Co..... 63
Heinisch's (R.) Sons Co..... 5
Holmes & Edwards Silver Co.....10
Howard Iron Works.... 2

I

Iowa Farming Tool Co.....43
Ives (H. B.) & Co..... .. 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Kenffel & Esser Co. 3
Kimball Bros.....18
Kohler (F. E.) & Co..... 4

L

Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co 39
Lane Brothers Co 2
Leather and Brass Mfg. Co.....17
Leete, C. H.... 46
Leonhardt & Co..... 7

M

Magnolia Metal Co..... 1
Major Cement Co..... 39
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co.....10
Miles, Franklin S..... 3
Morrill, Charles..... 17
Mosler Safe Co.....17
Mugford, A..... 2
Myers (F. E.) & Bro... 16

N

National Sewing Machine Co..... 9
New Domestic Sewing Machine Co...15
New Jersey Wire Cloth Co.....61
New York Stamping Co.....63
Newton, Wm. M..... 2
Nicholson File Co.....64
Niles Mfg. Co..... 2
North Bros. Mfg. Co.....45

P

Payson Mfg. Co..... 2
Pelouze Scale & Mfg. Co. 11
Peters Cartridge Co.....38
Pike Mfg Co..... 9
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L.....45
Pugh, Job T..... 5

R

Reading Hardware Co.....11
Remington Arms Co..... .
Robertson, Arthur R..... ..45
Rodgers (Joseph) & Sons.....10
Russell & Erwin Mfg. Co.....41

S

Salem Nail Co... 45
Samson Cordage Works..... 1
Sargent & Co 43
Scranton (The) & Co..... 1
Seaman (D. C.) & Co.....46
Sears, Roebuck & Co.....63
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co..... 45
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....43
Sommer's (John) Son 64
Standard Paint Co.....18
Standard Tool Co 1
Stanley Rule & Level Co.....39
Stebbins (Chas. J.) & Co..... 8
Stimpson (Edwin B.) & Son.... 64
Sudlow, John W. 63

T

Tabor Revolution Counter. 43
Taylor (A. V.) & Co..... 5
Thacher Belting Hook Co..... 5
Torrent Pump Co..... 48
Tower & Lyon.....12
Townsend, C. C. & E. P.....46
Trimont Mfg. Co..... 7
Tryon (Edw. K.) Jr. & Co..... ...17
Tuck Mfg. Co..... 5

U

Underhill, Clinch & Co 3
Underhill, Clinch & Co 11
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1

V

Van Dorn Iron Works.....46
Van Wagoner & Williams Hdw. Co..64
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....11
Williamson W. N. Co 7*
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16
Woodman (R.) Mfg. & Supply Co.... 7

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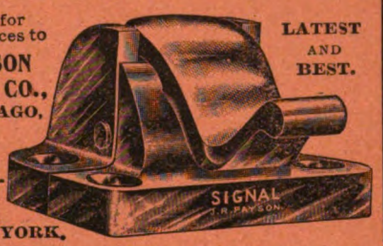
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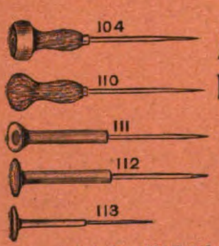
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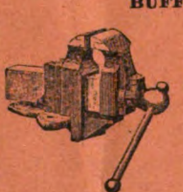
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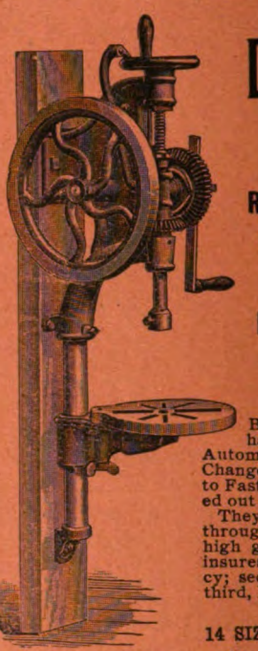
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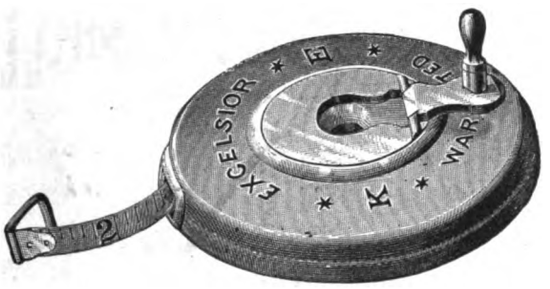


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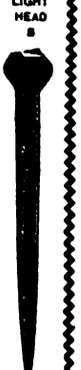
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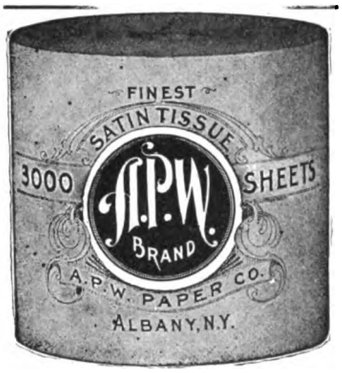
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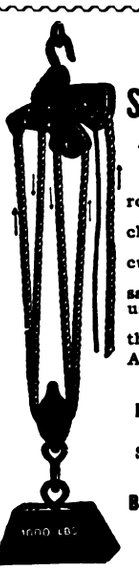
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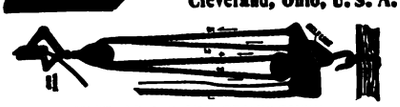
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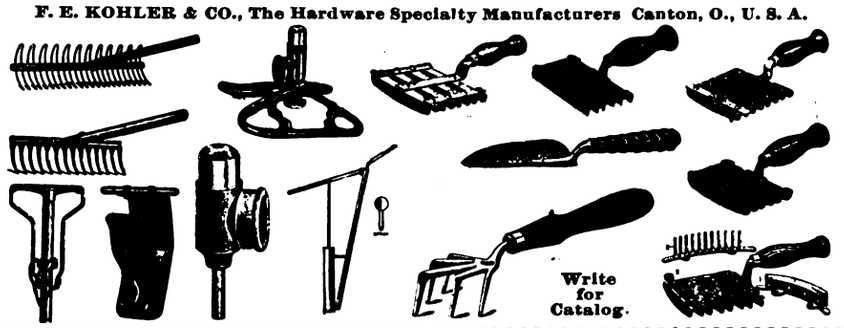
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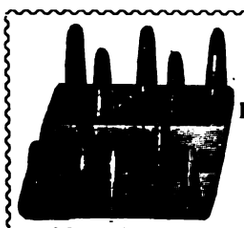
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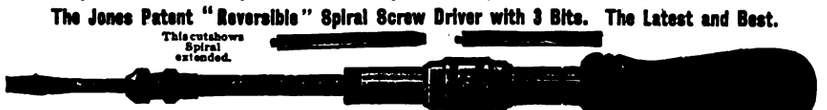
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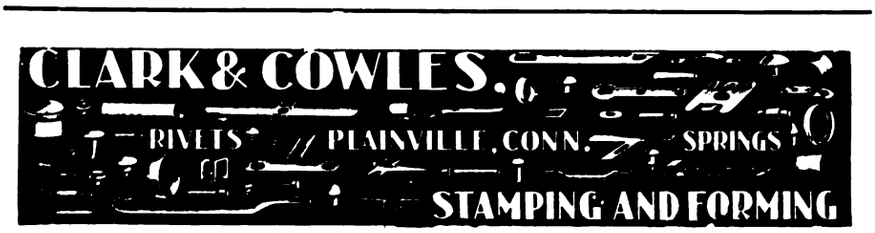
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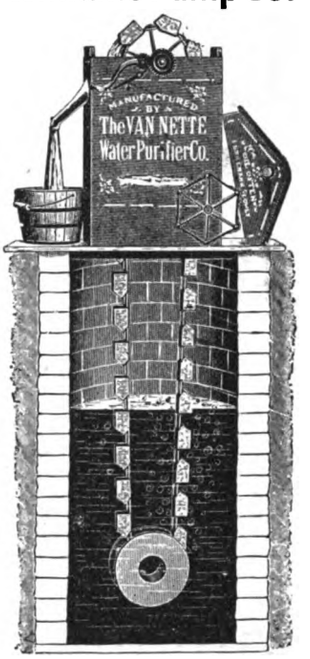
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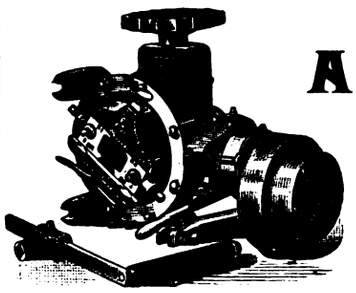
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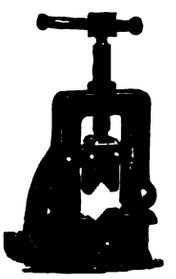


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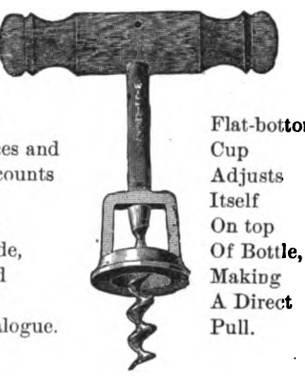
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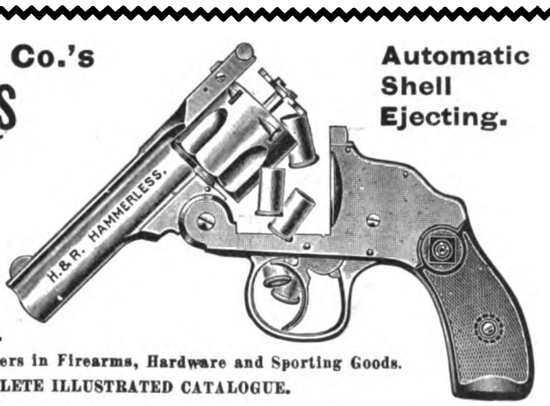
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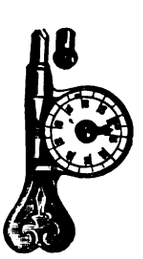
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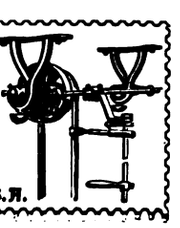


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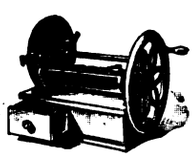
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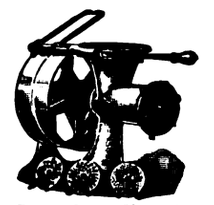
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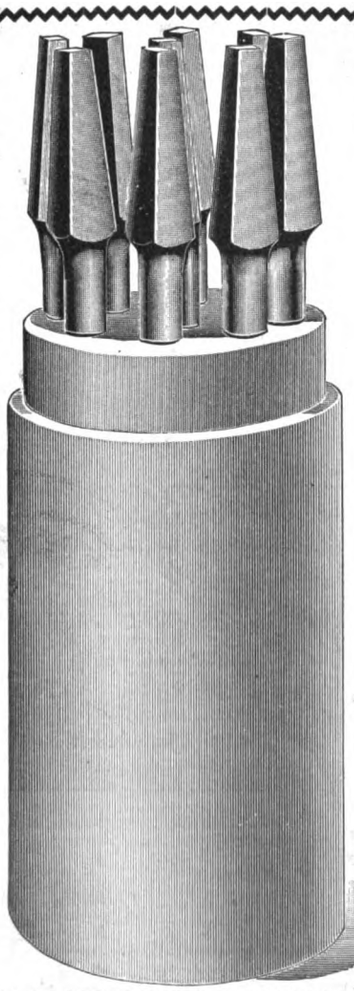
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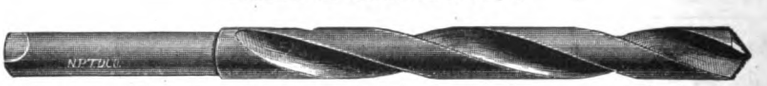
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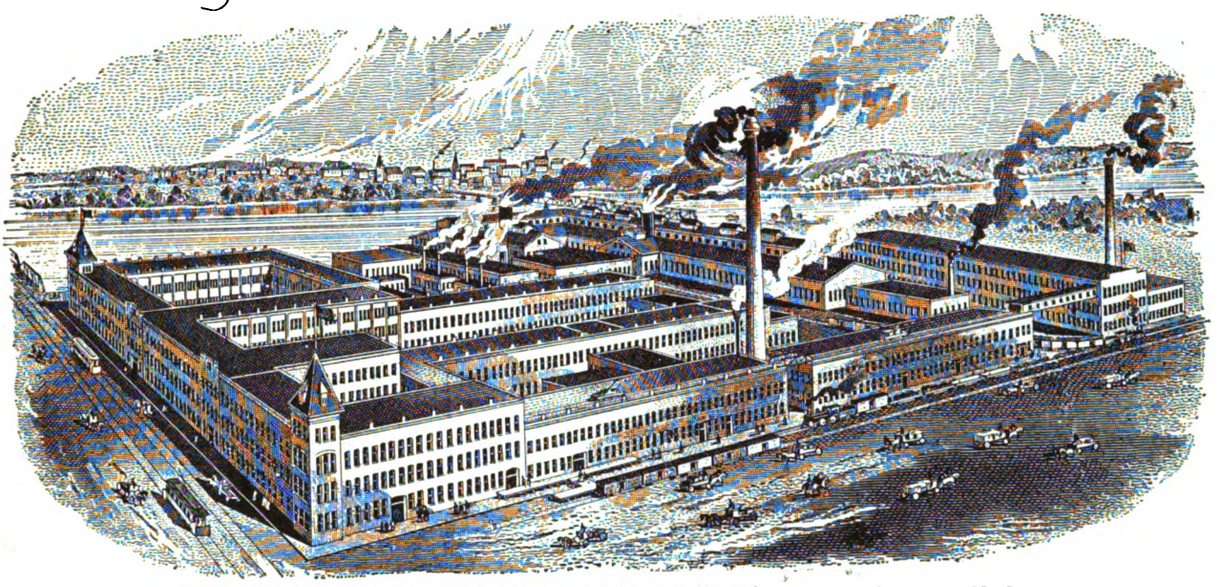
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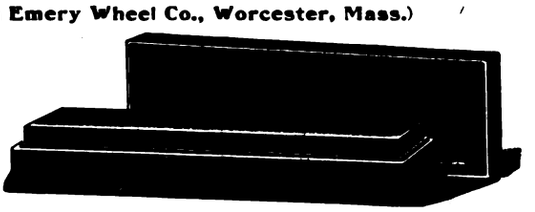
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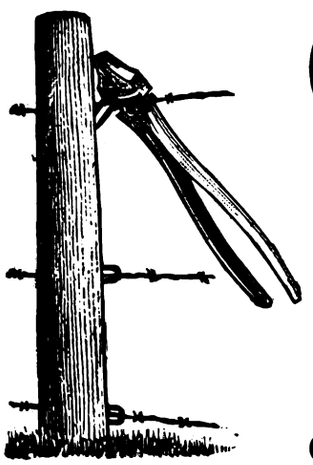
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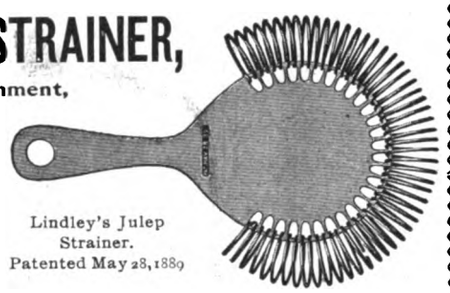
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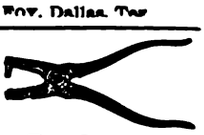
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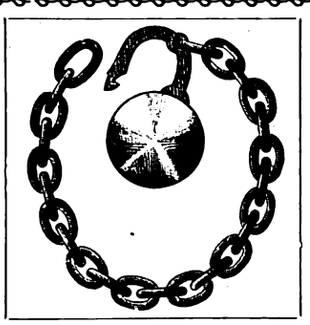


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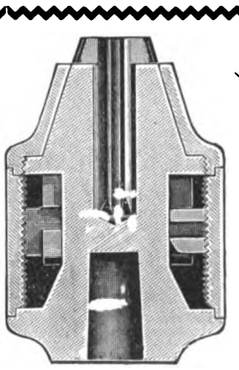
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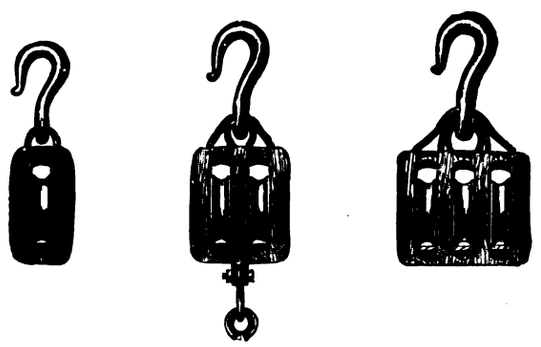
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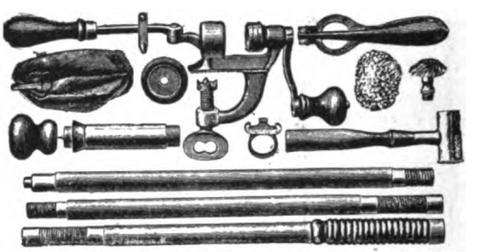


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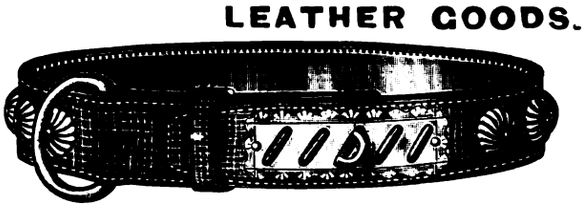
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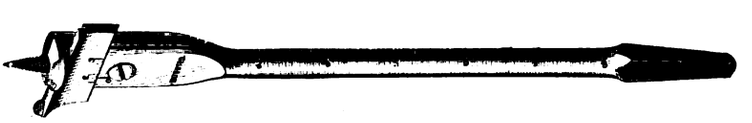
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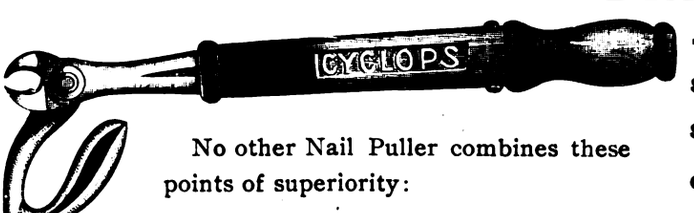
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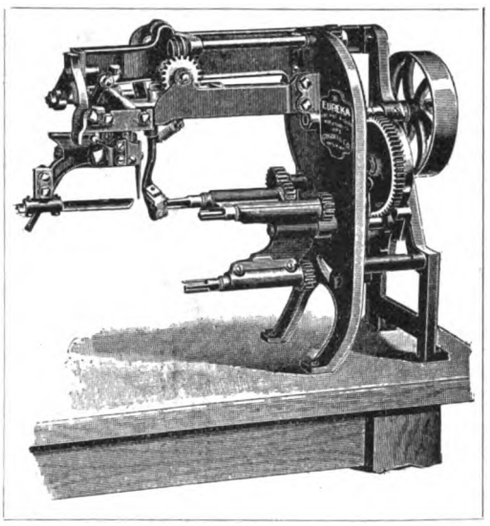
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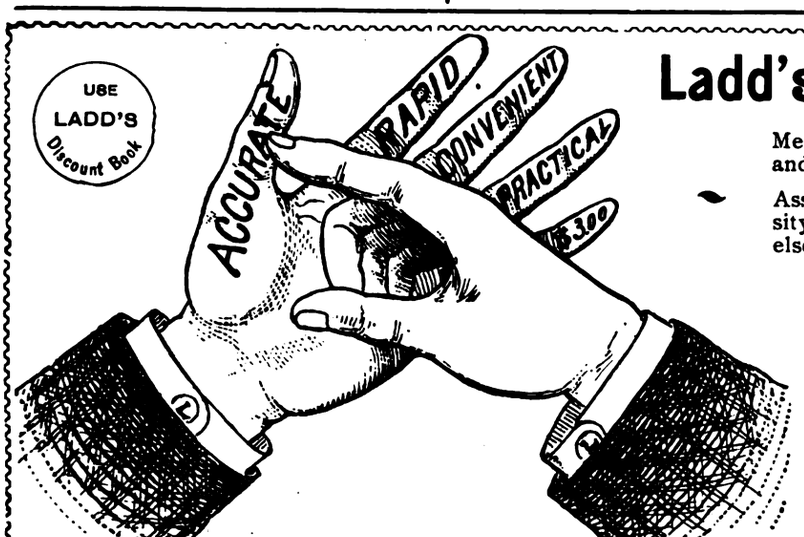
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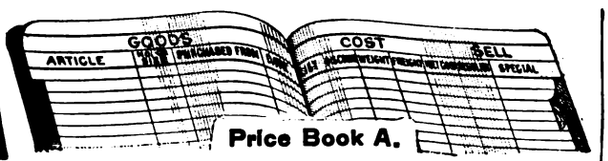
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HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

A



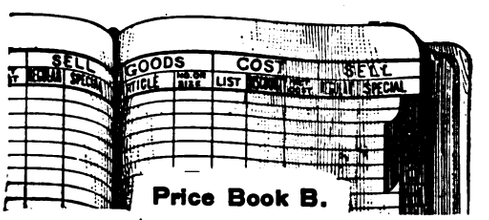
Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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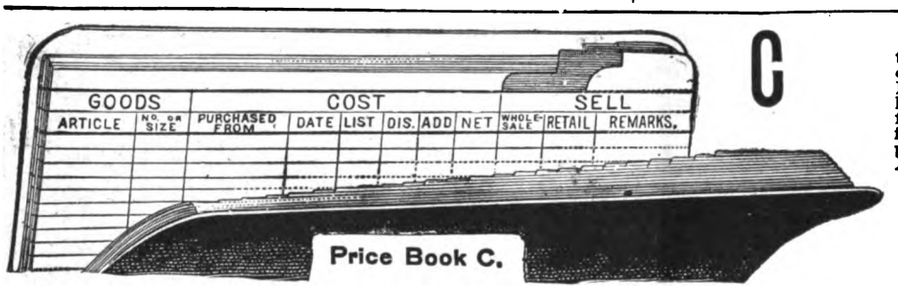
Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

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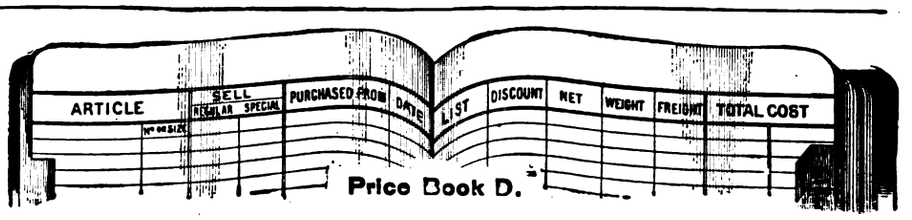
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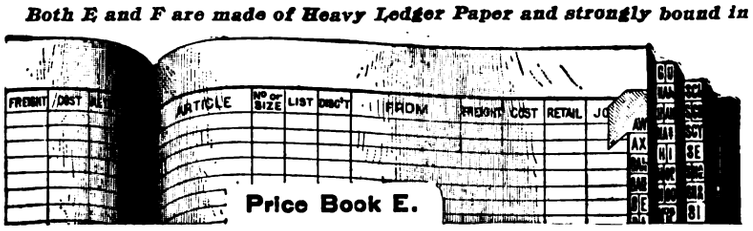
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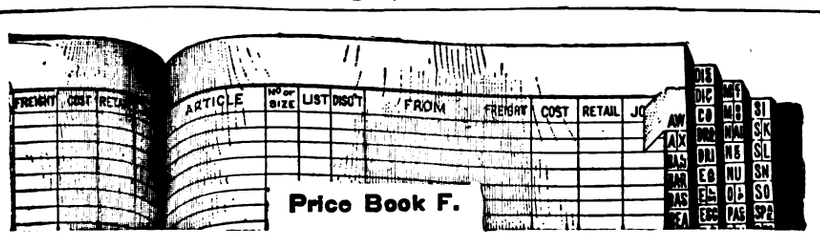
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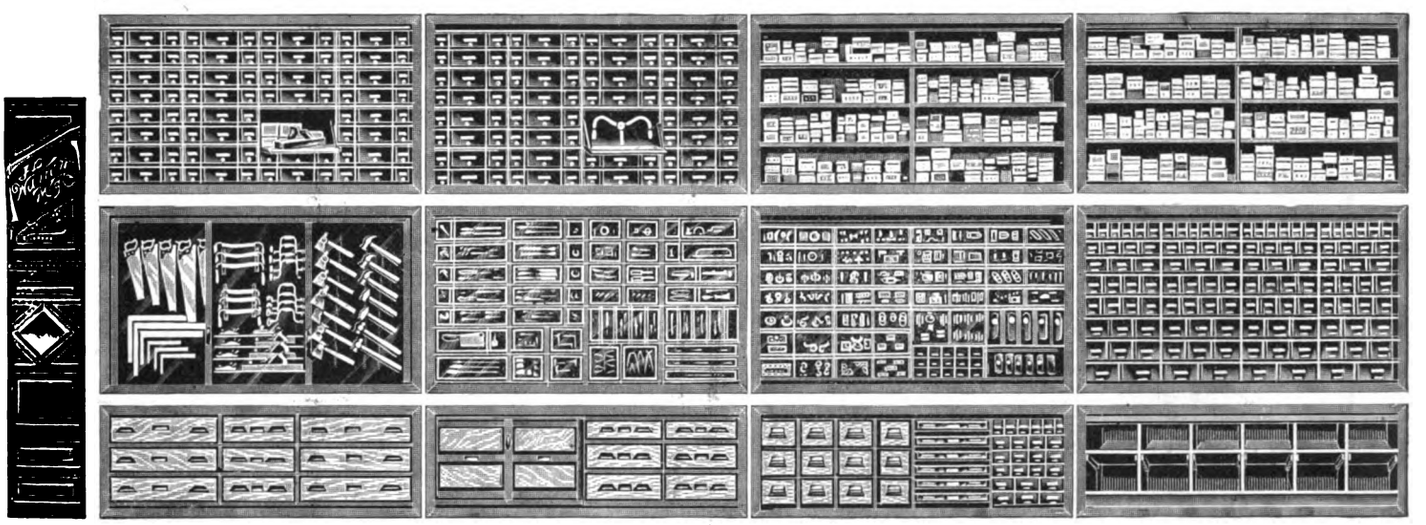
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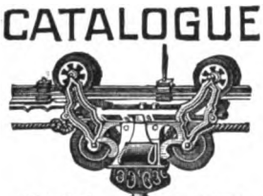
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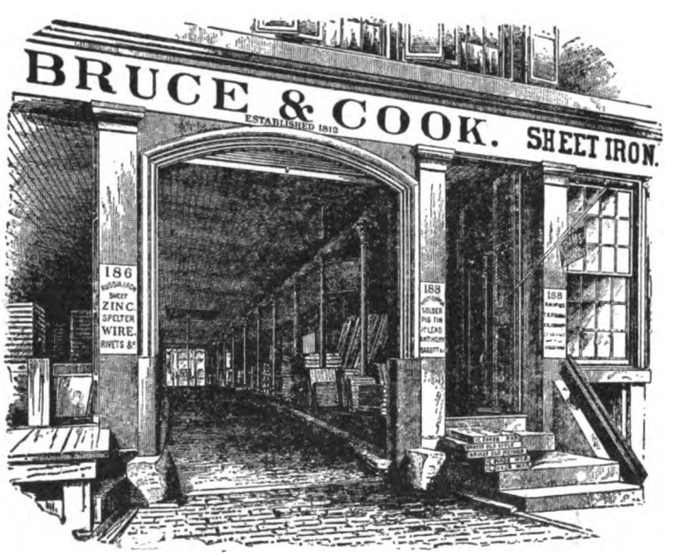
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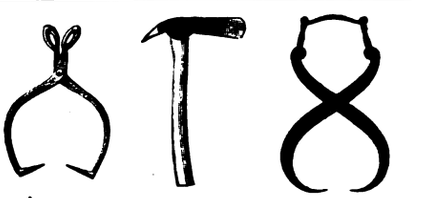
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Elbows--Stove Pipe.
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Gutter Strainers.
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Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.
Roofing Seamers.
Rosin.
Sheathing Paper.
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Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
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Spelter.
Spelter Solder.
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Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.
Taggers Iron.
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Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
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Tinners' Tools.
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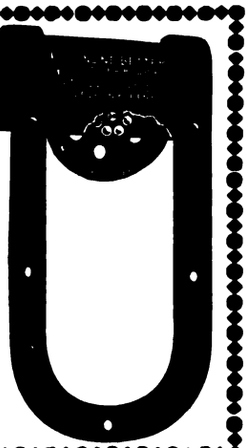
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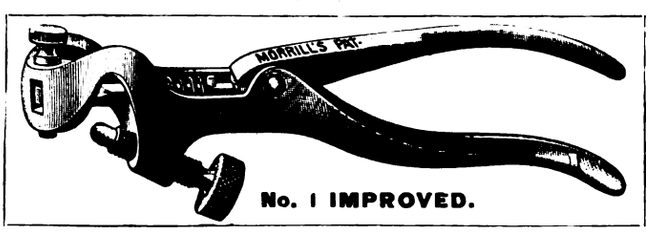
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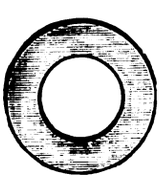
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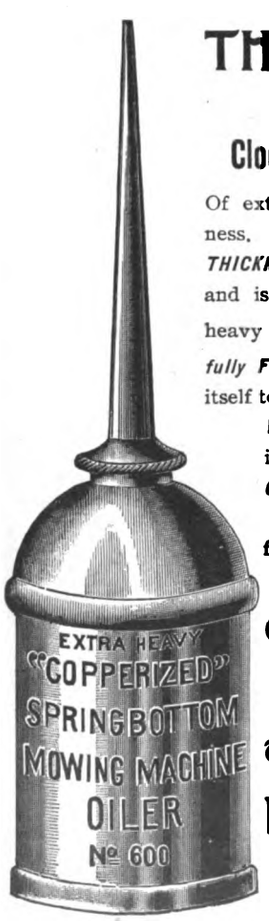
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HARDWARE

It is a remarkable fact that J. S. Fanning is again "high gun," winning more laurels for Laflin & Rand Smokeless. On July 4, 1900, at Swanton, Vt., the Robin Hood tournament was held. Mr. Fanning, Laflin & Rand's representative, attended that tournament and made a record of 143 straight out of 145. What more convincing statement can be asked in evidence of the uniformity of L. & R. Smokeless?

Few if any pocket oilers before the Hardware trade possess the merit of the "Perfect" pocket oiler manufactured by Cushman & Denison, 240-242 West Twenty-third Street, New York; and there are few, if any, Hardware dealers unfamiliar with this fact, after having given the first sample order. This firm reports the most successful year in their history, and they are constantly adding to their facilities to meet the increasing demand.

C. E. Sontum, of the import and export firm of C. E. Sontum & Co., Christiania, Norway, advises us under recent date that it is his intention to be at the Paris Exposition about September 1, and he will take great pleasure in meeting the representatives of any American manufacturers and exporters who desire a market for their products in the Scandinavian countries. His address in Paris during his stay will be care of the Norwegian and Swedish Consulate.

Since the new show card, representing two moose, has been issued by the Union Metallic Cartridge Co., there have been so many inquiries for the picture itself, by parties not in the trade, that they have found it necessary to make an arrangement with the lithographers to furnish the picture without the frame, packed securely in tubes, express or postage paid. This can be obtained by addressing the Union Metallic Cartridge Co., 313 Broadway, New York City, on remittance of $1.00.

The Wire Goods Co. have recently acquired and taken over the entire business of the American Wire Goods Co., of Lowell, Mass. The Lowell concern have been competitors, to some extent, of the Worcester Co., and this acquisition by the latter company of all the property of every nature will tend to give them even greater prominence than they now hold in the wire Hardware market. There has been some difficulty and delay in obtaining the popular numbers of wire coat and hat hooks that have always been made by the Lowell concern, but we are assured that the Wire Goods Co. will hereafter hold themselves in readiness to supply these goods in any quantity desired.

The Winsted Edge Tool Co., Winsted, Conn., whose factory was recently destroyed by fire, have almost completed a new factory building on the same site, and will be ready to have their works in operation again at an early date. They will have some of their force of workmen employed by August 1, with the view of completing orders already in hand.

The Victor Mines Supply & Hardware Co., Victor, Col., are making great improvements in their store by an installment of Warren Cabinet Shelving. J. A. Nelson & Co., Round Rock, Tex., have also placed an order with the J. D. Warren Mfg. Co., of Chicago, for Warren Shelving. They also recently booked an order from P. Mercx, of Tilburg, Netherlands.

The interest in revolver shooting, which has been stirred up by the international revolver match, recently shot off at Paris and Greenville, N. J., the results being sent by cable both ways, is shown by the demand for the French target, which may be had on application to either The King Powder Co. or The Peters Cartridge Co., Cincinnati, Ohio, or to their Eastern department, 80 Chambers Street, New York City.

The Retail Hardware Implement and Vehicle Association of the Indian Territory was permanently organized on July 12th at South McAlester, I. T., starting with thirty charter members. The following officers were elected for the ensuing year: Thomas Hale, Durant, President; Deck Miller, Poteau, Secretary; J. B. Spraggins, Ardmore, First Vice-President; I. P. Smith, Caddo, Second Vice-President; Clarence Turner, Muskogee, Treasurer. The object of the association is for the protection of the commercial interest of its members.

The Continental Tool Co., of Frankfort, N. Y., has appointed John H. Graham & Co., 113 Chambers Street, New York City, its exclusive selling agents for export for its complete line of manufactures, including forks, hoes, rakes, shovels, etc., and also its domestic agents, to handle in conjunction with the regular salesmen of the company, the product of its shovel factory. For the convenience of the trade a stock of the shovels will be carried in New York City by John H. Graham & Co.

Under the original title of "The Knight of the Grip," the David Williams Co., 232-238 William Street, have published a very entertaining series of sketches having reference to the daily life, methods, and opinions of the commercial traveler, transcribed by one of the best informed trade students of the commercial character. The sketches are designed to form "a series of dissertations on his conditions, character and conduct, as they appear to an ordinary chap who has studied them." The sketches composing this volume of 179 pages were originally published, serially, in the columns of our contemporary, *The Iron Age*, and are now grouped with a number of other articles, similar in scope and interest, making a book which any old or young traveler will enjoy equally with those to whom said traveler makes his periodical pilgrimages. The price, cloth bound, is 60 cents.

The Pacific Coast Hardware and Metal Association, at their annual meeting this month, elected the following officers for the ensuing term: President, Charles F. Tay, of George H. Tay Co.; First Vice President, Frederick Motte, of Motte & Hunt, Tacoma; Second Vice President, L. C. Sheller, of the Union Hardware and Steel Co., of Los Angeles; Third Vice President, T. D. Honeyman, of H. de Hart & Co., Portland; Treasurer, Joseph Sloss, of Miller, Sloss & Scott; Executive Committee—Wakefield Baker, A. A. Watkins, A. L. Scott, H. J. Martin, of the George W. Gibbs Co., W. R. Wheeler, Andrew Carrigan, George S. Scovel of the Lloyd-Scovel Iron Co., of San Francisco and Los Angeles; Advisory Committee—Brace Hayden, of the Dunham-Carrigan-Hayden Co. The Advisory Committee consists of the ex-presidents, of which Mr. Hayden is the only one up to date.

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HARDWARE

VOL. XXI. JULY 25, 1900. NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the

HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The trade is in the midst of a grateful vacation season. The cogitations of the workers in the business from buyer to office boy, are upon the subject of how much real enjoyment can be extracted from a ten days' or two weeks' allowance of time. Methods for recuperation from the strain of a year's hard work, one in which laborious application has been giving a continuous performance, are occupying the minds usually devoted to solving the problems of trade and traffic. The generous hope is indulged in that the boys and men as well will return later to their accustomed routine with invigorated mentality, freshened activity, and a more persistent push.

There are few duller months in the year's round of work than the month of July, and the active participation in necessary duties belonging to the coming season, is in that month more of a preparatory character than otherwise. Short inventories of individual lines, comparisons with past orders and results, a careful collating of changing quotations and competitive bids for August orders are among the possibilities for the month to those continuing to work.

Orders from the retailers give every evidence from their widening lists of wants of retail stocks being in anything but an overloaded condition. Even the heavy stocks known to exist in jobbers' hands during the Spring, have been reduced or used up utterly, by judicious price cutting on some lines, which recent concessions in current quotations have shown the wisdom of offering.

Heavy Hardware generally, as previously noted in this column, feels the necessity for an immediate adjustment of prices based upon the lower quotations obtainable on raw material which forms so large a percentage of its cost. These goods at the outset advanced so promptly when the market was daily being strengthened by higher quotations arising from inability to make deliveries, that the trade grown wise by experience, demands corresponding reductions as fast as the conditions of the market indicate weakness or increasing stocks.

Many of the companies manufacturing heavy staples have already "trimmed their sails to catch the favorable winds," suiting the market prices to the new conditions. Orders are being given, in some cases under semi-official guarantees against concerted declines, and the feeling gains strength by comparison of views, that prosperous conditions will make the Fall trade prove to be a steady demand, without speculative features. Good, fairly averaged stocks in many sections are making collections good, and producing in the retailer the feeling of confidence so essential for a full development of effort underlying a season's progressve business.

Money is in good supply in all the trade centres; our manufacturers are falling over one another in their announced willingness to restore the old terms of sale of "60 days or 2 per cent. ten days," which were abrogated when the sun of prosperity was daily making a new record; and every indication seems to point to a good trade at fair prices, an average profit and regular demand for consumption and not for show.

Delayed orders for Fall stocks does not mean a stoppage of orders for good and all, but only that under prevailing conditions it behooves the foxy buyer to take a few days' fishing at this critical period, with the hope of reaching a more favorable state of affairs from a buyer's standpoint, when he again assumes the reins at the purchasing department. While sales for July are not reported universally as being ahead of last season, it should not be looked upon as indicating a shrinkage in sales for the season, but simply that no eagerness exists to purchase under unsettled market conditions, which are rapidly assuming features of a satisfactory permanency.

The prevailing drought which so seriously affected the promise of the growing crops in some of the Western States has been suspended by copious rains, that will change the condition of the crops that were jeopardized; and the prospect of a larger percentage of prosperity being granted will improve the general result, and pessimistic views respecting crop probabilities will be disregarded in the increasing harvest.

It must not be forgotten by the dealers who hope for a successful season's trade that it is impossible of accomplishment without stocking up. The large houses with the imperative necessity for carrying immense stocks will always have an advantage over the hesitating buyer whose fears incline to nullify his judgment. No permanently prosperous conditions can be anticipated nor the manufacturer kept out of forbidden territory except by the jobbers themselves ordering ample stocks to supply their usual trade, and avoiding all reliance upon "rush orders by express" to keep their trade intact and expect a profitable dividend at the stock-taking period.

Changing from a Credit to a Cash System.

Editor "Hardware"—I would like to hear from the Hardware dealers (through *"Hardware"*) of New York, the experience you have had in changing the retail Hardware business from granting considerable credit to that of cash to every one, either a large or small purchase. We are located in a town of 1,500 inhabitants; we are almost wholly dependant on the farming class for our trade. Please describe fully how it affected your business, how long a time did you notify the trade before starting the cash system? What class gave you the most trouble? What general advice would you give to make a success? Would you return to granting credit? Suppose a party you knew to be a strictly first-class man would ask you for credit; would you advise loaning him the money, taking his note for a reasonable length of time, with 8 per cent. interest? Yours truly. A. B. C.

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Forehand and Hopkins & Allen Arms Co's. Consolidated.

Final papers have been passed by which the Forehand Arms Co.'s business passes into the hands of a Norwich, Ct., syndicate, which will unite the business with that of the Hopkins & Allen Arms Co. of Norwich, recently burned out.

The new corporation is capitalized for $262,500. Its name has not been determined upon, excepting that it will contain al three of the names, Forehand, Hopkins and Allen, probably as the Forehand, Hopkins, Allen Arms Co. A large plant will be built at Norwich, on the site of the Hopkins & Allen factory, which was destroyed by fire in January.

Work on the plant will begin immediately. When it is completed the Forehand Arms Co.'s business will be removed from Worcester, and with it a part of the 275 men employed at the factory on Gardner Street. This will not be until January at the inside.

The officers of the Forehand Arms Co. are Frederick Forehand, president; Charles E. Forehand, secretary, and B. P. Greene, treasurer. All these are assured salaried positions with the company as managers of the Worcester plant as long as it remains here. It is understood that Mr. Greene will go to Norwich with the business as manager. Frederick Forehand will be a director of the new company and may have an active office in the management. Charles E. Forehand will end his connection with the business with the removal.

The Forehand Arms Co. makes sporting revolvers and shotguns. The Hopkins & Allen Arms Co. had the same product, being a rival of the Worcester concern. When the business at Norwich was destroyed a new company was formed, which fell through, owing to a difference of opinion among the stockholders. Then a syndicate was formed, which assumed the name of the corporation which had wound up its financial affairs.

Unless an established plant could be included in the plan it would take more than a year to build a new shop, equip it and establish a trade, so the Forehand Arms Co.'s business was selected, as one of the strong concerns of the country. The company will add rifles to its product and several new models of revolvers.

The Forehand business was established in 1832 by Ethan Allen, at Norwich, to which place it now returns. Mr. Allen came to Worcester soon afterward, and began business here in partnership with Charles Thurber as Allen & Thurber. Later Mr. Thurber retired and T. P. Wheelock took his place in the firm, which became Allen & Wheelock.

In 1865 Sullivan Forehand and Henry C. Wadsworth, Mr. Allen's son-in-law, were taken into partnership, and the firm became Ethan, Allen & Co., and at his death, in 1865, Forehand & Wadsworth. Mr. Wadsworth retired in 1883, but the firm name was continued until the business was incorporated in 1890 as the Forehand Arms Co. Since the death of Sullivan Forehand his two sons and Mr. Greene have successfully conducted the business.

All sorts of small arms have been made at one time or another. During the war army revolvers, and revolving carbine rifles were made for use in the Union army.

H. W. Webb & Sons.

The business of the old firm of H. W. Webb & Son, Baltimore, Md., after an existence of a half century, terminated on June 30, 1900, owing principally to the deaths of two out of three of the late partners. The surviving partner, Dudley R. Webb, in connection with William C. Edmunds, form a new firm under the same style, and will carry the usual well assorted stock of builders' and miscellaneous Hardware, including cutlery, ammunition, guns, nails, barb and other wires, shovels, forks, etc. Mr. Webb served in an uninterrupted connection with the old firm for nineteen years as collector, salesman and buyer, and Mr. Edmunds for twenty-one years as traveling salesman. They purpose pursuing a progressive policy, giving careful attention to the detail of the business, and guaranteeing prompt delivery of all orders intrusted to their care, with immediate delivery where possible. Of course their highest ambition is to secure the valued patronage of all who have dealt with the old house, giving them the assurance of the same courteous treatment for which the firm has been noted in the past. Mr. Webb, while entering into a co-partnership with Mr. Edmunds, will also give his attention to the liquidation of the old firm's business, will collect all outstanding accounts and settle all claims against said firm.

Ives Window Stop Adjusters.

The Tapling Mfg. Co., Forestville, Conn., having sold the entire business of their "Perfection" Window Stop Adjuster to the Hobart B. Ives Co., New Haven, Conn., the latter concern make the following announcement:

To the Hardware Trade: Having purchased of the Taplin Mfg. Co., Forestville, Conn., their letters patents, stock, tools, and entire interest in Taplin's Perfection Window Stop Adjuster business, wish to announce that we will continue the manufacture of the same, carrying all numbers in stock heretofore made by them.

Soliciting orders from the trade for same, we remain,
Yours truly, HOBART B. IVES CO.

New Haven, Conn., June 19, 1900.

This enables the Hobart B. Ives Co. to control entirely the window stop adjuster business in its latest and most improved form, and will, no doubt, be an incentive to this progressive concern to continue their aggressive campaign through the Hardware trade for the general sale of this admirable article, which should be handled by every Hardware dealer in the United States.

National Association of Credit Men.

To the Press: Information has been placed before this office to the effect that dunning circulars are being sent to merchants throughout the country by a concern calling itself "The National Credit Men's Association," and the similarity between this name and the title of the "National Association of Credit Men" has caused some of the recipients of these circulars to believe that the latter came from us.

We therefore desire to make it known, as emphatically as possible, that the "National Association of Credit Men" is not a Collection Agency, and conducts no Collection Department, and that we do not know of, and have absolutely no connection with the concern (whose circular does not contain any specified address, but bears upon it the names of thirty-three (33) cities) calling itself "The National Credit Men's Association." Very truly yours,

NATIONAL ASSOCIATION OF CREDIT MEN,
WM. A. PRENDERGAST, Secretary.

Machinery Exhibit for Moscow.

That Germany is on the alert for business was never more clearly shown than in the news relating to the prospective exhibit of American agricultural machinery in Russia. After the Paris Exposition the American makers are to ship some of their goods to Moscow. The intention has started the Germans upon a like enterprise. The Imperial Government is not without interest in the affair. The meeting of German manufacturers who are to exhibit was held at the Ministry of the Interior. Perhaps when it is understood in this country just what that implies the American firms which are to send goods to Moscow may succeed in obtaining a little assistance from Washington.

"Yes," said the disagreeable man, "you used to make lots of fun of Peffer's whiskers and Simpson's socklessness, but——"

"But what?"

"But can you tell me the names of their successors in Congress?"—*Chicago Times-Herald.*

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—A and B formed a partnership to purchase a business, which cost $250. A paid $125. B paid nothing. Business did not pay, B dropped out, A giving B a mortgage for horse, wagon, etc. A also failed. B borrowed horse and drove it so hard that it was crippled and had to be shot. B also sold wagon and a few other things without A's knowledge or consent, and also kept cash he received for them. Kindly let me know if B did not break mortgage, and also how long does a mortgage of that kind stand good. B wants to collect what he claims is due him on mortgage. Will the Courts sustain him in this. This transaction occurred in 1877, in New York State.

REPLY.—If your mortgagee borrowed your horse upon which he held a mortgage and through his ill-treatment of the horse caused the death of the horse the mortgagee is responsible to you in damages for the loss of the horse, which damages could probably be set off against the amount of the mortgage. If this set off was not proper for technical legal reasons you would have an action against your mortgagee to recover the damages sustained by you in consequence of his wrongful act. If the mortgage became due in 1877 it would be barred by the statute of limitations, which you could plead as a defense if your mortgagee attempted to foreclose the mortgage or otherwise collect his debt. If the mortgage was not under seal the mortgage would have only six years after the mortgage became due within which to begin suit upon it. If, however, the mortgage was under seal the mortgagee would have 20 years from the time it became due in which to begin suit upon it. We would not advise you to settle this matter, as from the facts stated we are of the opinion that you have one or more defenses to the mortgage. If the mortgagee takes any action against you you should at once consult a lawyer personally and place the matter entirely in his hands.

QUESTION.—A party rents dwelling house to an unmarried woman, who vacates the premises leaving rent due and unpaid to the amount of $45.00. For the consideration of $1.00 the debtor executed and acknowledged a bill of sale, to a third party, of all her personal property, including "all moneys" then on deposit in a savings bank, not stating any particular amount. Subsequent to the execution of the bill of sale a judgment was obtained against the debtor, execution returned unsatisfied and order in supplementary proceedings served on defendant. Can the bill of sale be set aside, or is there any way to compel the defendant to pay the amount due? The defendant is working for a small salary scarcely sufficient for support. The bank had no notice of the bill of sale, and therefore the account, if any, remains in the name of defendant.

REPLY.—If the judgment creditor is fully able to show that the bill of sale in question was executed prior to the obtaining of his judgment and he cannot show any apparent intention to defraud the creditor we are of the opinion that the bill of sale could not be set aside by the judgmen creditor. If neither the judgment creditor nor the bank in which the debtor's money was deposited had notice of the bill of sale the creditor could have obtained a third party order in supplementary proceedings and could have prevented the bank from paying the money to any one except on the order of the Court. We are of the opinion that the knowledge of the creditor that a bill of sale of the money in the bank had been executed would preclude him from obtaining this order, since the bill of sale would be presumed to show a valid title to the money in the bank in the third party until it was set aside. Allowing that the money in the bank was still the property of the debtor it could not be reached if it was the earnings of the debtor for his personal services, rendered within sixty days next before the institution of the supplementary proceedings, and it appeared that those earnings are necessary for the use of a family wholly or partly supported by the labor of the debtor. (Code Civ. Pro. Sec. 2463.)

QUESTION.—I have been employed as manager for the past six years by the —— Company. I had a contract with this company at a specified salary a year, but last month something was deducted from it without any cause, so that in the year I lost about $100. On several occasions I complained to the President, and he said the matter would be made right at the expiration of the five year contract. The five years have now expired and I have ceased to work for this company, but they still owe me about $500. I am sure that the company has never been incorporated, but there is a President, Treasurer, and Secretary and several other people who seem to be interested in the business. Kindly inform me whom I should sue.

REPLY.—From your statement of the facts we are of the opinion that the company for which you have been working is a voluntary unincorporated association, although it is possible that it is in reality a partnership. If the concern is a partnership you should sue all the members composing the firm. If it is an unincorporated association the Code of Civil Procedure of New York State prescribes two methods, either of which you could pursue. First, by bringing your action against the President and Treasurer of the concern, and second, by suing all the members of the association. Before suit you should ascertain positively what the concern is.

Coal at One End, Power at the Other The Lubricant is Between.

Plain and practical remarks upon lubrication are always of interest and value to the extensive user of machinery, and ought to be of proportionate value to all users of machinery. We quote from a paper read at a railroad club, and incidentally sprinkle in some graphite as we go along.

All men are wrong about something. A few men have found out that the coal they burn at one end of their plant, and the power they get at the other depends on the oil they use between; the rest treat oil as a trifle. A few men have also found out that the addition of 10 to 15 per cent. of Dixon's Pure Flake Graphite to the oil or grease used will enable the oil or grease to do several times more work. Other men are finding this out more slowly. A few don't care a continental.

A good lubricant is a trifle as to its cost, but it is not a trifle as to consequences. Consider what a lubricant is for—to save power in machinery. If the cost of a lubricant were one hundred times more, we would use it, but we would also study it. Even then the true question would be, not what lubricant costs least, but what lubricant saves most of power and machinery? The magnitude of lost power in machinery is variable; it is always large. It may, probably, be fairly estimated that one-half the power expended in the average case, whether in mill or shop, is wasted in lost work, being consumed in overcoming the friction of surfaces. The real value of a lubricant to the user depends upon the value of power saved by its use. To the man running a one-horse thresher it may matter but little whether the bearings of the old machine are lubricated or not, although there might be an increase in the day's output and a less tired nag if they were. To the larger user of power poor and insufficient lubrication means enormous waste of power and costs for repairs. Practical experience is far superior to theory, and while it has been most thoroughly demonstrated that an oil or grease is necessary for saving power and preventing wear, it has been just as thoroughly demonstrated that Dixon's Pure Flake Graphite is the only solid lubricant that largely enhances the lubricating value of oils and greases. Furthermore, where this graphite is used a cheaper or lower grade of oil or grease can be used and the expense of lubrication reduced as well as power saved.

GRAPHITE.

"I see that a woman doctor up in Chicago says that only one woman in 1,000 is fit to bring up children."

"I'll bet she's one of the ones."

In China white is the color of mourning; in Egypt, yellow; in Turkey, violet; in Ethiopia, brown; Europe, during middle ages, white.

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ITEMS OF INTEREST FROM EVERYWHERE.

The cemeteries around London cover 2000 acres and the land they occupy represents a capital of £20,000,000.

London is 12 miles broad one way and 17 the other, and every year sees about 20 miles of new streets added to it.

The fastest train in the world at present is one of the French Northern Railroad; it makes the distance of 82 miles between Paris and Amiens, without stop, in one hour and a quarter. Equal to a speed of about 45 miles an hour.

Wood pulp paper as military clothing is used by the Japanese troops. It is marvelously tough and has an appearance that might well be regarded with satisfaction for summer wear. It holds stitching uncommonly well, while its warmth is undoubted.

For the quarter ended March 31 last, the receipts of the Post Office Department were $27,371,739, against expenditures of $27,097,388, the first time since 1888 when the income of the Department has exceeded its expenditures. The excess or profit is not a considerable sum, $274,371.

The Volta School, in Naples, has 400 scholars. They provide their own tools and go through courses in electricity, chemistry, and mechanics. The pupils pay a nominal fee and the institution is assisted by the Government and by the city. It is said that it is easy to obtain employment on leaving the schools.

The report of the receipts and expenditures of the postal service for the fiscal year ending June 30 shows the total receipts to have been $102,287,458. The expenditures for the year were $107,776,704, which leaves a deficit of $5,489,246, as against $6,610,776 the deficit for the fiscal year ended June 30, 1899.

The paved streets of New York aggregate 1,720 miles, of which Brooklyn provides 548 miles and Manhattan 405 miles. There are 745 miles of macadam streets; 339 miles of granite, 238 miles of cobblestones, 230 miles of asphalt, 84 miles of trap, 45 miles of Belgian block, 19 miles of brick, 13 miles of gravel, and 0.08 miles of wood pavement.

Fuller's earth is a soft clay and it has many uses. Half a century ago it was little mined in England, and was so valuable there that exportation of it was prohibited. A new use recently discovered for Fuller's earth is that the wool manufacturers wash old wool with it as it is a great absorber of all oils and refuse matter found in raw wool. Packing houses use Fuller's earth for refining lards, oleomargarines, butterines, and cottolenes. These commodities cannot be made without the use of Fuller's earth.

A New York daily paper gives its views of what will happen to coal and wood for domestic use in the twentieth century: "It now looks as though coal and wood are destined to be superseded in the kitchen. The electric oven bakes bread ideally, and meats prepared by it do not require watching or basting, while broiling and frying may be done in superior style. The electric chafing dish is attachable to an ordinary light wire; the current is turned and immediately the oysters begin to stew or the eggs to frizzle. In the electric kitchen of the twentieth century there will be no more coal, no ashes, no smoke, no fuel, and not even a battery. The irons used for the family linen will be heated by electricity."

The fiscal year ending June 30 has been a most prosperous one for the Patent Office, the cash receipts having been $1,358,228, a larger sum than received in any previous fiscal year. The number of patents issued is also the largest in the history of the office, numbering 26,540. There has been a corresponding increase in the number of trade marks, prints, and labels registered. The increase in the number of applications for letters patent and caveats and registration of trade marks, labels and prints is 5000 over that of the previous fiscal year, and aggregates 47,000.

The figures given of the loss by fires in the United States and Canada during the half year ended June 30, 1900 are startling in the enormous increase shown over former periods. The aggregate loss for the six months is placed at $103,298,900, being an average of over $17,200,000 for each month. The loss for the first half of last year—$65,699,750—was regarded as unusually heavy, while that of the first six months of 1898—$58,237,100—was considerably above the average; but the present year's record shows a tremendous excess over these figures, and indicates a disastrous season for the insurance companies.

A recent United States Consular Report shows that the importations of India Rubber into England for 1898 amounted to 20,026 tons about half of this being Brazilian. New fine Para Rubber was quoted at New York from 66 cents to 69 cents per pound in 1893, 69 cents to 71 cents per pound in 1894, 73 cents to 77 cents in 1895, 74 cents to 88 cents in 1896, 80 cents to 87 cents in 1897, and 82 cents to 83 cents January 1, 1898. A single cargo of rubber, consisting of 1,167 tons, shipped from Para February 23, 1898, was valued at $2,210,000 in United States gold. The exports of rubber from Brazil in 1898 amounted to $38,400,000 gold.

Striking evidence of the remarkable activity which has prevailed in the retail trade during the past 12 months is furnished by the annual statement of Director Roberts of the United States Mint for the fiscal year ended June 30, 1900. The report shows an extraordinary increase in the executions of minor coinage over the figures of any former year. There were 32,559,400 more pennies coined in 1900 than in 1899, 19,210,260 more nickels, 3,730,275 more dimes, 3,634,860 more quarters, and 4,256,408 more half dollars. The net increase in the number of silver coins executed in the past 12 months was 11,607,143 pieces, or $3,390,521 in their value.

The phonograph has long ago ceased to be merely a scientific toy, and has made for itself a large field of usefulness in several departments of commercial life. Recently, however it has been proposed to employ the phonograph as an aid in learning foreign languages, and in this department it will probably prove of more signal advantage than in any field where it has as yet been employed. In learning a foreign language it is necessary first of all to have the ear trained to catch and recognize the sounds, and the only way to accomplish this is to listen to the continual repetition of the sounds until the ear becomes familiar with them. Many persons have to learn a foreign language without any aid from a teacher who can speak that language correctly, and even those that are so fortunate as to have a competent teacher cannot constantly have the teacher at hand. Now it is proposed to have phonographic records of language lessons; then the student can have the machine repeat the lesson over and over again, until he is perfectly familiar with it.

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THE PAN AMERICAN EXPOSITION, 1901.

THE AGRICULTURAL BUILDING.

A HANDSOME STRUCTURE DEVOTED TO THE INTERESTS OF THE FARM AND PLANTATION.

The agricultural industry will have a fitting setting at the Pan-American Exposition at Buffalo during the Summer of 1901. A commodious and richly proportioned building will be devoted exclusively to the interests of the farm. So wonderful has been the development of agriculture and so marvelously has the productivity of soils been increased by the application of scientific methods it is no exaggeration to say that, potentionally the cultivated acreage of the world has been doubled within a few years. Science has indeed made two blades of grass to grow where but one grew before. More than that, it has, by irrigation, made the deserts to blossom as the rose.

The Agricultural Building will stand opposite the Manufactures and Liberal Arts Building on the north side of the Mall, its longest facades looking to the north and south.



NO. 1 THE AGRICULTURAL BUILDING, PAN-AMERICAN EXPOSITION, 1901



NO. 2. NEW YORK STATE BUILDING, PAN-AMERICAN EXPOSITION, 1901.

On the east will be the Live Stock Exhibit, to which about ten acres are devoted. Northward will be the Stadium, covering another ten acres. On the west is the Grand Court with the Electric Tower, 348 feet high, and the Electricity Building just beyond. There are four broad entrances to the building. Opposite the northern entrance is an artistic bridge crossing the Grand Canal. Vaulted loggias connect the east and west entrance with the main entrance on the

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south, and from these elevated promenades the people may view the throng of sightseers upon the Mall. The low, tiled roof overhangs the walls eight feet, making a deep shadow over the richly decorated cornice. The east and west entrances are treated with lattice work to imitate an arbor. The lattice is fastened to the dome, ceiling and walls, then, on a background of blue, grapevines produce the effect of looking through to the open air. The southern entrance, which is 30 feet wide, is flanked on both sides by large groups of statuary. Above the doors and following the lines of the arch, panels will be painted to represent the signs of the zodiac. On either side of the vestibule are large niches affording places of rest and retreat from the crowds. On either side of the south entrance at the intersection of the eaves of the loggia are large consoles surmounted by figures representing the "Sower" and "Reaper." The Agricultural Building is 150 by 500 feet, and contains exposition space to the amount of about 75,000 square feet.

three times that now used by the Historical Society in the building of the Buffalo Public Library.

The dimensions of the building are 130 by 82 feet, the north front to be 20 feet less than the south. The height is 33 feet on the north and 40 feet on the south walls. The height of the basement is 12 feet, and the second floor walls reach to the roof, making the ceiling 18 feet high. In the basement are janitor's quarters and bicycle rooms (which may be entered at grade from Elmwood Avenue), boiler and coal rooms, storage rooms, etc. A dining room containing 1,906 square feet faces the park to the south and opens on the north. On the ground floor is also one of the museum rooms, which communicates with the floor above by a grand staircase. Over 10,000 square feet of floor space is provided for museum purposes. There is also an assembly hall with seats for 300 persons, and a library 37 by 52 1-2 feet. Offices, cloak and other rooms make the total floor area 31803 feet. Fire-proof materials will be used throughout in the construc-



NO. 8. THE ALBRIGHT ART GALLERY, PAN-AMERICAN EXPOSITION, 1901.

NEW YORK STATE BUILDING.

TO BE A PERMANENT EDIFICE FOR THE BUFFALO HISTORICAL SOCIETY'S USES.

The New York State Building at the Pan-American Exposition is to be an edifice of substantial and enduring character. The architect is George Cary, of Buffalo. He has chosen for his guidance in the work a Greek temple of the Doric order, adapting his plans to the purposes for which the building is intended. The site chosen is on high ground near Elmwood Avenue, overlooking the North Bay of the lake in Delaware Park and near the principal entrance to the Exposition grounds by street cars. The location is not only thus convenient to the electric cars, but one that is fortunate and beautiful as well from every standpoint, so that the building will add to the beauty of this popular pleasure ground. Immediately in front and across the park bay the Albright Art Gallery will stand as a companion piece in the park picture. The building will be used during the Exposition as New York State headquarters, and will contain certain of the State exhibits.

After the Exposition it will become the permanent home of the Buffalo Historical Society, whose large collection of pioneer relics will be placed therein. The floor area will be

tion of the building. The exterior will be stone. There will be no wood except the mahogany doors on the first and second floors and birch in the basement. All the door casings, inside column covering and cornices, are of plaster. All bases are marble and cement. The floors are marble, concrete, granite and wood blocks laid in asphalt. The stairways are of marble and iron. The view of the bay and lake and of the park, which will be seen from the broad columinated portico on the south side of the building, will be of the most beautiful character.

BUFFALO'S ART PALACE.

MR. J. J. ALBRIGHT GIVES $350,000 TO ERECT A PERMANENT ART BUILDING WHICH PAN-AMERICAN VISITORS MAY ENJOY.

The city of Buffalo is soon to have one of the most beautiful buildings in the western world, a public art gallery, to cost upward of $350,000. The building is the gift of J. J. Albright, a citizen of Buffalo and a liberal patron of art, who desires to bestow upon his city a structure that will forever yield immeasurable pleasure to those who visit it, and become, as well, a centre of culture and art. The only conditions imposed by the public-spirited donor were that the city of Buffalo should furnish a site, and that the Fine Arts Academy of Buffalo, which is made the custodian of the property.

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should raise a maintenance fund of $100,000. The city promptly deeded the site requested, which is just within the limits of Delaware Park, overlooking the beautiful park lake. The Fine Arts Academy has complied with the terms of the gift, as they applied to the maintenance fund, and the building will be hurried to completion as rapidly as conditions will permit. The building will be used as the art palace of the Pan-American Exposition, and thereafter become the permanent home of Buffalo's art collections.

This magnificent edifice will be 250 feet long by 150 feet wide, the principal facade looking toward the east. The building will stand upon a broad terrace 35 feet above the level of the park lake, which lies but a few rods below and to the eastward. The principal approach will be by a beautiful monumental flight of steps, the contour of the ground giving opportunity for stately embellishment. The terrace walls are to be of heavy granite blocks. Statuary, fountains, formal floral displays and lawns will complete the ornamentation of the terrace.

The style of architecture chosen is the classic Greek, both the eastern and western facades showing rows of rich, graceful columns. The style is Ionic. A semi-circular colonnade forms the central figure of the west or Elmwood Avenue front. The building has broad wings at the extreme northern and southern ends, terminated by porches, which will be reproductions of famous architectural works of ancient Greece. The highest peak is only 45 feet above ground. The Erechtheum of Athens has been a prolific source of inspiration for the architects, Messrs. Green & Wicks, of Buffalo. The portico of the Erechtheum, famous for its caryatides, will be one of the works to be thus reproduced. The Erechtheum was an ancient temple, and is one of the most interesting of the ruins of the Acropolis at Athens. It was rebuilt after the Persian invasion, about 400 B. C.

Entering the building by way of the main approach one comes first to the hall of statuary, in the middle of the building, which is 71 by 100 feet. Directly west of this is the Hemicycle, a large semi-circular room with tiers of seats and a rostrum, where lectures may be given before audiences of several hundred people. North of Statuary Hall will be a gallery 35 by 58 feet. On either side of the corridor leading to this gallery are library and board rooms. Beyond, in the extreme north wing, will be seven studio rooms, connected by a long corridor. In the western part of the building are two ante-rooms and four large galleries. In the large light basement will be numerous other rooms for all sorts of uses in connection with the proper management of the building, such as bicycle and cloak rooms, lavatories, janitor's quarters, electric lighting and heating, packing and storage. The building will be strictly fireproof, the materials being white marble, steel beams, brick, cement and stone. The structure will require 25,000 cubic feet of marble. All materials will be of the best, so that an enduring edifice may remain when present generations shall have vanished.

General Benefits of a Bankrupt Law.

A national bankruptcy system is indispensable to prevent the unjust discrimination which is permitted by some local laws against citizens of other States. In Illinois and some other States the law protects resident creditors in their attempts to reach property or funds of a non-resident debtor even after the making of an assignment for the equal benefit of all creditors valid in the State where it is made. Such legislation can find no justification, except on the theory of reciprocal devastation. State lines are obliterated for the purposes of trade—why should they be retained for the purpose of the inequitable enforcement of the law in cases of commercial failure?

In the absence of a bankrupt law, trade is hampered, not only by discriminating laws, but by the conflict of numerous and inconsistent State laws, acquaintance with which is troublesome and expensive, and which can be availed of only by the keenest activity and perpetual legal warfare, and even then permitted preferences will in some States defeat the most vigilant.

The fathers realized the necessity for the concession to the Federal Government of authority over this subject in order to avoid the many wrongs and abuses which have sprung up and flourished in the absence of the exercise by Congress of the power conferred. Madison said in the *Federalist:* "The power of establishing uniform laws of bankruptcy is so intimately connected with the regulation of commerce and will prevent so many frauds when the parties or their property may lie or be removed into different States that the expediency seems not likely to be drawn in question."

A bankrupt law is needed for the repression of fraudulent and dishonest business methods. There is nothing which operates so powerfully upon designing rogues as the certainty of prompt and exhaustive investigation. This the bankrupt law affords as no other system does or can.

A bankrupt law diminishes losses. It prevents the waste occasioned by the scramble of creditors to realize each for himself. Great concerns who are able to support law departments and who are perpetually on the watch to rush in upon the first alarm and secure themselves at all hazards, may believe that they are benefited by the rough and tumble of legal conflicts, but even they in the long run fare in fact better when the property of a debtor is protected for the common benefit. The ordinary merchant who is without an army of attorneys is ill prepared for war and finds his safest protection in the shelter of the bankrupt law.

From an address delivered by James L. Bishop, of New York, before the Department of Law, of the Brooklyn Institute of Arts and Sciences.

American Invention Lowers Cost of Production.

"The Patent Office is more than self-sustaining," says Secretary of the Interior Hitchcock in his annual report. "As American inventive genius has cheapened the cost of production, to the advantage of American wages, it would seem as though the legislative branch of the Government should do much to encourage the useful arts and the inventors of the country. At the present time our manufacturers are reaching out for foreign markets, and no greater aid can be given them than by fostering and stimulating invention to become dominant in the markets of the world through labor-saving inventions which will enable it to compete with the lower wages paid to the so-called working classes in other countries. The greatest development in American exports must be in the direction of increase in the export of manufactures."

The commissioner asserts that we mainly owe to our patent system such foothold as we have gained during the past fifty years in foreign lands for our manufactured products; that we can by a fair and liberal treatment of our inventors, control for our manufacturers not only our home markets, but the markets of the world. "Most labor-saving machinery perfected within the last seventy-five years is the invention of our own people. It is not alone by fundamental inventions that our inventors have revolutionized in so many respects the manufacturing industry. None the less have their inventions in automatic devices, in expediting processes and in many steps dispensing with hard labor, assisted in placing this country in the front rank in art. American electrical appliances command the world's markets. Let it not be forgotten that it is the American inventors who, by their inventions and discoveries, 'have made the last fifty years of the nineteenth century the most remarkable of recorded time,' and, at the same time, have laid the civilized world under tribute to American manufactures."

Minister—Now, little girl, you want to be a Christian, don't you?

Ethel—No, sir; I'd rather sing in the choir.

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A New Creation in Arrangement of Builders' Hardware.

The accompanying illustration shows twenty-five feet of Warren Cabinet Shelving as it appears in part in the Builders' Hardware Department of The Gray & Dudley Hardware Co.'s new store, just completed at Nashville, Tenn.

That the intricate problem of house "trims" in different designs and various finishes of Builders' Hardware can be arranged in a cabinet, enabling the salesman to sell as conveniently to the purchaser, as are various sizes of shot to the sportsman, from the ordinary shot case, is what the originator and manufacturer of the cabinets illustrated believes this new system will accomplish, of equal relief to the expert salesman and buyer alike.

It forms a new and pleasing solution of a better and more practical way that will awaken alike the interest of lock manufacturers, jobbers and retail merchants, in a correct presentation of Builders' Hardware; securing its arrangement in a manner so that its richness is further enhanced and its attractive patterns and various tints of finish become better known to the public, which this method permits, as it at once attracts the attention of any passer by, whether such an one may or may not be interested in the goods.

They quickly see the beauty and harmony that modern artists in their skillfully designed patterns bring to the residence for its adornment, arousing a response of appreciation that heretofore has been denied through failure of the merchant in displaying the goods well.

When arranged as illustrated, the display becomes at once a public instructor, so forcible in its magnetism that the common, cheap article is forgotten, as the finer and richer pattern standing by the cheap one draws attention to itself. This form of display renders to the public information they wish, of which the merchant or salesman is unaware, as it permits one at his own leisure and convenience, without making his wants known, to see for himself the finer and better patterns, of which he at first might not think of buying, but through the charms the better have, through frequent comparisons, they of themselves elevate him to a higher grade in his choice, the result necessarily following that a much finer and more profitable grade supplants cheap goods.

Scarcely any line is more susceptible to this fact than Builders' Hardware, as through its intricate diversity of patterns and finishes, it is shunned by many salesmen, even if not by the merchant himself, until some employee gives it his special attention; to him this cabinet at once becomes a great aid in relieving him of the tedious task—both wearisome to himself and customer alike—of showing goods in the crude way they appear in original boxes, with parts missing and their correct appearance impossible to demonstrate as they would be when in use, while by this method they are seen in a few seconds in as perfect operation as they ever will be in actual use; his sales are accomplished in a tithe of the time previously required.

The inexperienced clerk who might not hesitate to sell a common japanned thumb latch, finds the most intricate lock as simply arranged, and the various parts of a "trim," which to him has had a mystifying, appalling sound, are arranged in simple, consecutive compartments, from which he can readily sell; the front door lock being in one, the inside door lock following next to it, while the astragal face sliding door lock is in the third and the plain face in a fourth compartment, with a sample of each kind as perfectly sampled on the miniature door that swings in front of each compartment as it would be in the door of a residence; thus this new form of arrangement makes the Builders' Hardware as convenient to the purchaser to select from, and as easy for the clerk to sell, as other lines of goods the merchant carries, thereby enabling the expert salesman in charge to give his time direct to the general work of the department, relieving him of the minor details.

The Cabinets shown are built in sections and rest on the base or floor sections, as shown in cut. The exterior consists entirely of light, antique oak, ornamental top moulding, with the joined ends forming as perfect alignment as if built together. The artistic effect is greatly enhanced by a superb ingrain finish, which gives each cabinet an appearance elegantly in keeping with all of its valuable technical qualities.

The division of the space in each cabinet section has been made with great care and study consistent with the science of classifying that portion of stock catalogued as Builders' Hardware. The ratio of spaces was determined through the designer's practical knowledge of the line, enabling him to decide the relative proportions of the various styles and sizes of stock. Goods having the largest demand were first taken into consideration and given the most accessible positions, nearest in reach of the salesman, the most valuable and expensive finish being placed in the upper portion of the cabinet.

Beginning with the highest and most expensive door handles at the upper left-hand corner, their relative grade, size and price follow consecutively throughout the list, other goods in different grades extending in the same manner to the end of the cabinets, so that the salesman, in serving the customer, virtually conducts him down the line until the desired articles, from the richest to the cheapest grades, at highest or lowest prices, are selected. Thus all of the various goods used in trimming throughout the finest residence or humblest cottage are arranged for immediate inspection at all times.

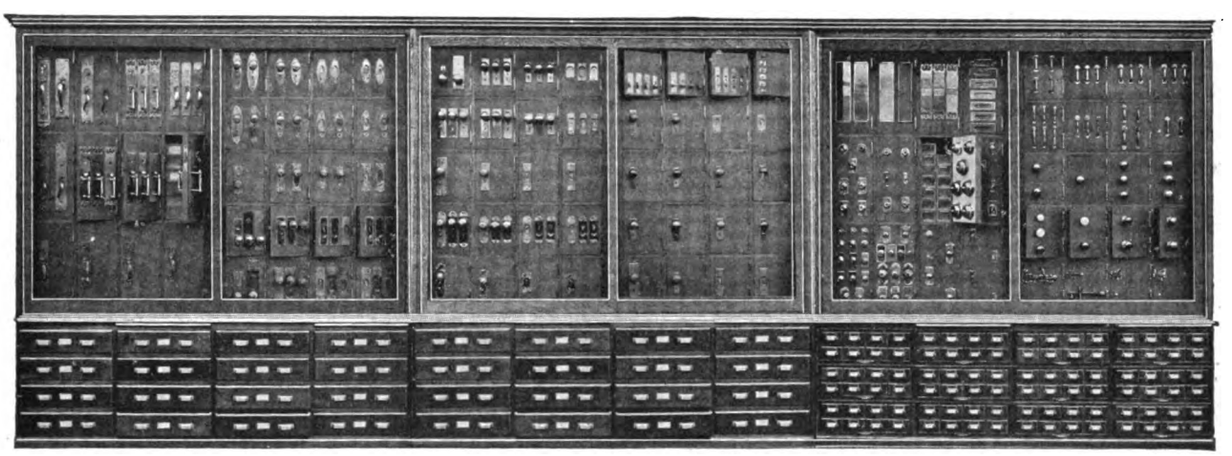


FIG. 1. WARREN'S NEW SYSTEM OF MOUNTING BUILDERS' HARDWARE. DESIGNED SPECIALLY FOR THE GRAY & DUDLEY HARDWARE COMPANY'S NEW STORE.

Minutely, the practical method applied does not fail to display the most ordinary japanned thumb latch, arranged so as to be shown in actual use, equally as well as the most intricately constructed lock. This novel result is accomplished by the introduction of the unique miniature doors, made of standard door thickness, that close each stock compartment to which are mortised into place, in their natural order, samples of the line carried by The Gray & Dudley Co. In the bottom tier of the right-hand cabinet (see cut), being the extreme opposite location of the finest patterns, are placed the least expensive door handles and latches, while in the two tiers above are nicely sampled common door knobs —jet, porcelain, bronze-plated, etc.—appearing as if on actual doors, the space being allotted in ratio of proportion of their sales.

Patterns comprising the most rapid sellers, it will be noted by reference to the cut, are given the largest space for accommodating the greatest amount of stock, the very best sellers often being assigned singly, an entire compartment, with sample on the door, while two, three or four patterns of a less salable article are arranged with division in one space, with a sample of each on the door (each space contains from one to four square feet inside); also that they are located out of the way of those styles that are in greatest demand.

The doors swing open and can be lifted off the loose joint

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hinge if desired. The stock inside is ample and within easy reach of the salesman and customer. The inner side of each door is veneered with a different kind of wood, making thirty-two kinds entering into each cabinet, which enables the color of finish of goods to be contrasted with whatever material the customer desires to match.

The fronts of the Cabinets are finished with sliding glass doors, which protect the samples from becoming tarnished by dust, moisture, etc.

Aside from being rich and beautiful when assembled in the store, the woods possess great novelty of attraction for drawing people who are interested in building new residences through curiosity and desire to secure suggestions of interior wood finish, as well as to inspect the Hardware, before deciding their purchase.

The various woods are as follows:

Plain mahogany, white mahogany, Mexican mahogany, African mahogany, white birch, curly birch, plain cherry, figured cherry, tulip, sycamore, poplar, Spanish cedar, San Domingo mahogany, plain oak, curly oak, quarter sawed oak, white maple, curly maple, bird's-eye maple, plain walnut, burl walnut, curly walnut, white holly, elm, beach, sandal, magnolia, rosewood, vermilion, basswood, coco bolo, Hungarian ash and red birch.

The bases below the Cabinets described are arranged with drawers of suitable measurements with space to carry upward of one hundred "trims," of whatever kinds and styles desired, placed on boards in the usual way as displayed by lock manufacturers, to use in ordering direct from factory, thus retaining all the good features heretofore in use with the practical new ones added.

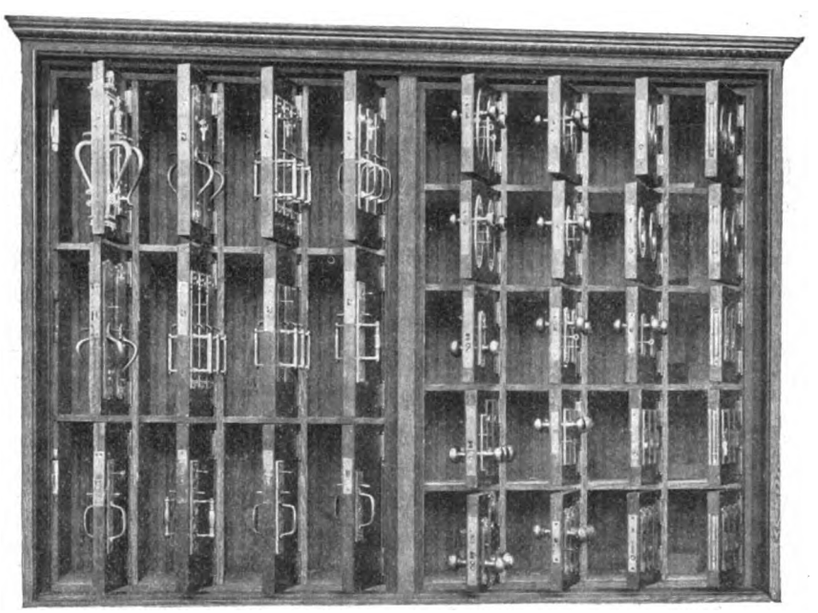


FIG. 2. VIEW OF SINGLE SECTION, WITH DOORS OPEN.

A Day Laborer's Valuable Invention.

An exchange reports that a resident of one of the suburbs of New York who had for many years been practically a day laborer has recently completed an invention that will in all probability make him a rich man. He was employed in the laborious work of scraping paint from railroad cars at the rate of 14 cents an hour, and, as may be imagined, his income was not munificent. He had had much hard luck, including the loss of one eye. His mind was all right, however, and he succeeded in making a combination of liquids that would remove the paint and leave the boards as clean and white as the day they were nailed to the frame. He kept his secret until he could save enough money to have the process patented, but no one has been able to learn the formula, as he has been particular to buy his materials in different places. The saving in using the mixture is about $30 per car. Now the railroad companies and passenger car builders are after him with cash offers to sell out, one of $25,000 having recently been made. This has taught him the money value of his discovery, and he refused the proposition. He will be able to get a greater price or control the business of producing and selling the article, so that the once poverty stricken laborer is in a fair way of having plenty of money for the remainder of his life.

American Enterprise at Paris.

Among the striking and original exhibits at the Paris Exposition of 1900 few have occasioned more favorable comment than the great map of the United States, 18x16 feet, exhibited by the well-known advertising agency of Lord & Thomas, Chicago and New York. This map is constructed to show at a glance the various details concerning State areas and population, number of publications in each, circulation per issue, percentage of circulation to population, value of publishing plants, number of employees, average hours of labor, average wages paid and average cost per inch for yearly advertising. Information of this nature is of especial value to advertisers, showing as it does the best locations in which to place advertising to reach the greatest number of people and secure best results. The firm of Lord & Thomas has been engaged in the general advertising business for over thirty years, and ranks among the largest in its line. They prepare advertisements for all classes of advertisers and place them in any publication in the world. Copies of this valuable map will be sent free on request to all advertisers who address Lord & Thomas, Trude Building, Chicago.

It has been ascertained by a series of experiments that a diamond does not cut the glass file fashion, but forces the particles apart, so that a continuous crack is formed along the line of the intended cut. The crack once begun, very small force is necessary to carry it through the glass, and thus the piece is easily broken off. The superficial crack or cut need not be deep; a cut, according to fine measurements, of a 200th part of an inch is quite sufficient to accomplish the purpose, so that the application of much force in using the diamond only wears out the gem without doing the work any better. Numerous stones, such as quartz and other minerals, when ground in proper form will cut glass like a diamond, but are not so valuable for that purpose, lacking the requisite hardness, and soon losing the sharp edge necessary to make the operation a success.

Spudds—I hear that Perkasie is already tired of his engagement to Miss Askin.

Sprocketts—It is true. He has been trying to back-pedal for quite a while.

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MICHIGAN HARDWARE ASSOCIATION.

The fifth annual convention of the Michigan Hardware Association was held in the Turkish room of the Hotel Cadillac, Detroit, Wednesday, July 11th, and the succeeding day, with President H. W. Weber of West Bay City in the chair. The attendance during the first day reached upward of 100. The President, on opening the session, announced the following committees:

On Credentials.—H. C. Minnie of Eaton Rapids, John Popp of Saginaw, Frank Brackett of Battle Creek.

On Resolutions.—Charles Rounds of Yale, F. J. Scott of Marine City, J. G. Patterson of Detroit.

On Revision of the Constitution.—F. S. Carlton of Calumet, George J. Phillips of Allegan, Frank Hixson of Portland, J. B. Sperry of Port Huron, O. H. Gale of Albion, Fred H. Cozzens of Detroit.

The proceedings were commenced by the Mayor, William C. Maybury, welcoming the delegates in an appropriate address, to which the President pleasantly responded in a brief but happy manner.

President Weber then delivered his annual address, which touched upon a number of important points of interest, among which he referred to the "value of interstate association," the "collection of dues," "taxation assessments" and other subjects, on each of which he dwelt at large, suggesting and proposing work for the convention during its sessions. The President suggested the following proposed amendment to the by-laws, saying:

"Article 1 of our by-laws reads: 'Any person, firm or corporation in Michigan, engaged in the business of selling Hardware and known and recognized as a regular Hardware dealer, may become a member of this association.' This, you will notice, makes no distinction between a wholesaler and a retailer. This, it seems to me, should be changed to read: 'Any regular retail dealer may become a member,' etc. Doing this will remove quite an obstacle to the increase of our membership."

The recommendations of the address were referred to the Committee on Revision of the Constitution for further action.

The Secretary-Treasurer, Fred H. Cozzens, then made his statistical and fiscal report, which was of a very congratulatory character, showing that the net paid-up membership at beginning of coming year was 139, while the net gain during the year brought the total to date up to 280. The Secretary's report was an extremely interesting one, giving a good idea of the amount of work entailed upon the position in order to achieve the degree of success it is his natural ambition to attain.

Irving A. Sibley, of Indiana, addressed the convention by enlarging upon the many advantages to be derived from affiliation with the Interstate Association, which was listened to attentively and created a favorable impression.

The Committee on Revision of the Constitution labored effectively with the object in view of doing justice to the question, and succeeded in a thorough revision of the constitution, their work being accepted by the convention with but a few slight changes. By the new instrument, the membership is limited strictly to retail dealers, and changes the name of the association to correspond therewith. The preamble adopted is as follows:

The Michigan Retail Hardware Dealers' Association is an organization intending to include in its membership all legitimate dealers in Hardware in the State of Michigan who conduct their business in a manner not prejudicial to the general welfare of the Hardware trade; all membership being subject to the approval of the Executive Committee before final acceptance. The trade has long recognized the necessity for co-operative work in protection against trade abuses. It is the purpose of the Michigan Retail Hardware Dealers' Association to furnish such protection as far as is possible. As such protection is only obtainable through the medium of a large and interested membership, we earnestly invite the attention of all dealers who are not members to the end that they may see the necessity of joining their influence to ours in this work.

The new constitution still further declares that

By subscribing to the constitution and by-laws the person, firm or corporation thereby agrees and is pledged to conduct his business in accordance with the same. He also agrees to carry out explicitly all requests of the Executive Committee, especially in matters relating to the violation of the constitution and by-laws by jobbers and manufacturers, or resolutions adopted at a regular meeting of the association.

The annual dues under the new constitution are raised from three to four dollars. This is done with a view of enabling the Michigan body to join the Interstate Association, it having been explained by Mr. Sibley, in response to the question being raised, that "the only thing necessary to become members of the Interstate Association is the payment of one dollar per capita for your association, accompanied with an application for membership." Provision was also made for the more rigid collection of dues than had been customary previously. The new constitution also requires that the Executive Committee shall meet at fixed periods. The first week in November, February and May is relied upon to keep them in closer touch with the association's affairs, the time of the annual meeting being changed to the second Wednesday in August.

The following stirring resolutions were then adopted by the convention:

RESOLUTIONS.

Whereas, Some manufacturers and wholesale dealers in general Hardware, Stoves, Tinware and kindred lines persist in selling their lines through illegitimate channels, to our injury and detriment, placing us toward our customers in the light of extortioners, causing endless trouble; and,

Whereas, The system of protecting us from this wrong is ineffective, it is absolutely necessary to perfect such a system of united action which will remove these evils from which we have suffered for years. Therefore be it

Resolved, That the members of this association confine the purchase of Hardware, Stoves, Tinware and kindred lines, as far as practicable, to manufacturers and wholesale dealers who sell goods to firms that are regularly engaged in the retail Hardware business as defined in these resolutions.

Resolved, That it is the sense of this association that the interpretation of the term "retail Hardware dealer," as set forth in the above resolution, to entitle him to purchase Hardware, Tinware and kindred lines, be construed to mean any person having an established place of business and carrying a line of Hardware, Stoves, Tinware and such goods as are usually kept in a first-class Hardware store; excepting that in places where there are no regular Hardware stores, general stores, who do not use the line in a way that demoralizes the trade, and any other store not objectionable to the regular dealers in such territory, shall be construed as legitimate.

Resolved, That it is not the intention of the above resolutions to prevent the interchange of goods mentioned between manufacturers and wholesale dealers in such goods, or for export trade; and that the further interpretation of these resolutions is hereby vested in the Executive Committee, with power. The following are exempt from these resolutions: The United States Government, railroads and such manufacturing industries and companies as the Executive Committee may approve for such goods as are necessary for their respective lines of business.

Resolved, That any manufacturer or jobber in Hardware, Stoves, Tinware and kindred goods, furnishing net prices or any discount from list prices, contrary to the foregoing reso-

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lutions, either by themselves, employees or agents, shall be considered as disapproving the above resolutions.

Resolved, That this association shall, as far as it lies in its power, keep a record of all goods sold, and by whom sold, through illegitimate channels, and of all other violations of these resolutions.

Resolved, That every member of this association is constituted a committee of one, and is expected to report to the proper officers any violation of these resolutions.

Resolved, That it is the sense of this association that bids direct to customers or contractors by jobbers or manufacturers, upon any kind of finishing or rough Hardware entering into the construction of buildings, are injurious to the retail trade, and that all such bids should be made by or through a regular Hardware dealer.

Resolved, That all meetings of the association should be closed meetings, and that the published reports of the proceedings of the same should be under the supervision of a Press Committee.

Resolved, That these measures are just and necessary for our welfare, and it is expected that their rigid enforcement will be observed.

Resolved, That this convention indorses the above, and urges its officers to use their best efforts to bring about the further formation of State association, so as to insure a greater national association, with the end in view that a uniform system of protection for the trade will prevail throughout the country.

Resolved, That the Executive Committee be, and hereby is, instructed to have prepared a list of manufacturers and jobbers who are, and who are not, in sympathy with the efforts of our organization, and that the same be sent to our list of members, who will be expected to be guided thereby in the matter of purchases thereafter.

A paper was read by F. S. Carlton, of Calumet, upon "The Relations Between Jobbers, Retailers and Consumers," which treated the subject in an extremely interesting way, and was thoroughly enjoyed by his auditors.

THURSDAY'S SESSION.

The second day's proceedings were opened by the reading of a paper by C. W. Caspar, of Marshall, on "Catalogue House Competition, and How to Meet It," which excited considerable discussion, and proved a fertile subject for convention work.

President Weber at a previous time in the convention having referred in a highly laudatory manner to the perfect organization of the Minnesota Retail Hardware Dealers' Association, an important paper was read by E. H. Loyhed, of Faribault, Minn., upon the workings of the Minnesota Retail Hardware Dealers' Association, the manner and quality of its work, and the methods adopted to control trade abuses. This was a deservedly interesting paper, and was listened to attentively.

E. Marks, Vice-President of the Mercantile Association of Michigan, and also Vice-President of the Detroit Retail Grocers' Protective Association, presented a paper on "Better Laws for Business Men, and What Is Being Done to Secure Them," which proved of considerable interest.

ELECTION OF OFFICERS.

The election of officers under the new constitution resulted as follows:

President, George W. Hubbard of Flint.

Vice-President, H. C. Minnie of Eaton Rapids.

Secretary, Fred. H. Cozzens of Detroit.

Treasurer, Henry C. Weber of Detroit.

Executive Committee, for one year: C. E. Pipp, Otsego; A. J. Scott, Marine City; J. B. Sperry, Port Huron; A. Harshaw, Delray; G. B. M. Towner, Muskegon. For two years: James J. Potter, Alpena; John W. Jochim, Ishpeming; Robert G. Chandler, Coldwater; John Popp, Saginaw; F. S. Carlton, Calumet.

On Wednesday evening, through the courtesy of the Detroit jobbers, the large ferryboat *Pastime* was secured for the purpose of giving the delegates and their friends, which numbered on this occasion about 350 passengers, a moonlight excursion. A distance of three or four miles above and below the city was covered on the Detroit River. At the same time an enjoyable entertainment was given on the upper deck. An orchestra furnished instrumental music, and the Clipper Quartette rendered a number of popular airs, which, with several features of a vaudeville character, were given by local talent. Refreshments were provided, and dancing completed the festivities of the occasion, which concluded about midnight.

Greatly Increased Foreign Commerce.

The total foreign commerce of the United States during the fiscal year 1900 exceeds by 16 2-3 per cent. that of any preceding year, being 320 million dollars greater than that of 1899, the heaviest one on record preceding the one which has just ended. The total commerce of the year, as shown by the figures of the Treasury Bureau of Statistics, is $2,244,193,543. The exports are $1,394,479,214, or 163 million dollars in excess of those of 1898, which held the record of the largest exports until the record of 1900 was made. All of the great classes show an increase in exportation: Fisheries a million dollars; mining and forestry, nearly 10 million dollars each; agriculture, nearly 50 million dollars, and manufactures nearly 100 million dollars over the phenomenal year 1899.

Imports are also heavy, especially in the class designated as "articles in a crude condition which enter into the various processes of domestic industry." Of the five great classes of imports, articles in a crude condition for use in manufacturing show by far the largest growth. Manufactures show a gain of about 20 million dollars over last year; articles of voluntary use, luxuries, etc., also about 20 millions; articles of food, about 15 millions; articles wholly or partially manufactured for use in manufacturing, 25 millions and articles in a crude condition which enter into the various processes of domestic industry, over 75 million dollars.

The most notable feature of the year's commerce are: 1st. The increase in imports of manufacturers' materials not produced at home. 2nd. The increase in exports of manufactured articles. 3rd. The fact that the foreign commerce for the first time in the fiscal year record crossed the two billion dollar line. Imports of manufacturers' materials form, in fact, nearly one-half the total importations if we consider as manufacturers' materials the class "articles wholly or partially manufactured for use as materials in the manufactures and mechanic arts." They alone amount to about 90 million dollars, while "articles in a crude condition which enter into the various processes of domestic industry" amount to over 300 million dollars. Thus the manufacturers' materials imported during the year amount to about 400 million dollars out of a total of 849 million dollars. In 1890 manufacturers' materials, including both classes—articles in a crude condition, and articles wholly or partially manufactured for use in manufacturing—formed 33 per cent. of the imports; in 1895 they formed 37 per cent.; in 1896, 37 per cent; in 1898, 42 per cent; in 1899, 41 per cent., and in 1900, 46 per cent. Taking raw materials alone, the group classified as "articles in a crude condition which enter into the various processes of domestic industry," the per cent. which they formed of the total importation was, in 1885, 20.64; in 1890, 23.06; in 1895, 25.64; in 1896, 24.57; in 1897, 26.00; in 1898, 32.16; in 1899, 31.82, and in 1900, 35.75. To put it in a single sentence, the imports of the year increased 152 million dollars, of which increase two-thirds was in manufacturers' materials, and the exports increased 167 million dollars, of which increase one-half was manufactured articles.

Boy in Butcher's Shop—My mither sent me back to let ye see what a big bane there was in the pund o' beef she bocht last night, and she wants anither pund without banes.

Butcher—Tell yer mither the next time I kill a coo without banes, I'll send her a leg for naething.—Ex.

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RECENT TRADE PUBLICATIONS.

THOMAS SLAIGHT, 113-115 N. J. R. R. Avenue, Newark, N. J. Envelope catalogue of 20 pages, illustrating and giving prices of the Slaight patent padlocks so long and favorably known among the productions of Newark. Included in its contents is a line of passenger car locks, made by this concern for a number of years, together with special extra heavy brass knobs suitable for railroads.

HOLROYD & Co., Waterford, N. Y. Catalogue of stocks and dies for machinists, blacksmiths, bicycle repairers and steam fitters, together with taps, dies and threading tools, and round adjustable die plates, of all the possible descriptions sold by the Hardware trade. It is a pamphlet catalogue of 50 pages, well printed on good paper, and handsomely illustrated, the wood cuts being exceedingly good. List prices upon these goods are subject to various discounts.

BARNES & NUSS Co., Grand Forks, N. D. Illustrated catalogue and price list of galvanized iron cornices, skylights, finials, ornamental ridgings, ridge rolls, roof gutters, eave trough, conductor pipe, etc. Pamphlet catalogue of 30 pages illustrating the above goods in a very complete manner, showing the styles and giving the dimensions of the very extensive product made by this company. Prices acompany every design. Trade discounts can be obtained by correspondence with the manufacturers. They state they are also prepared to furnish estimates from special designs or drawings at any time, and solicit correspondence regarding the same.

THE NATIONAL SPECIALTY MFG. CO., 116-122 Wyman Street, Rockford, Ill. Small size catalogue of 20 pages, illustrating and describing the National Incandescent Gasoline Lamp, which is shown in the various styles made by this company, each one of which is illustrated and fully described, presenting the appearance of being a very desirable and salable line of goods, worthy of being entertained by the Hardware trade. Full price list accompanies the same, and discounts will be given by the manufacturers upon application.

THE DICKE TOOL CO., Downers Grove, Ill., J. E. Way, Eastern Manager, 39 Cortlandt Street, New York. Small size catalogue of 50 pages covering an entire line of construction tools and Hardware specialties required by the electric lineman, and embracing a large assortment of such goods as splicing clamps, climbers, shovels and spoons, crow, digging and tamping bars, post hole augers and diggers, cant and carrying hooks, combination pay-out reels, linemen's carts and stages, lag screw wrenches, and splicing tools, pulley blocks, etc. One of the most complete varieties of such goods from one maker that has been brought to our attention.

THE SCHNEIDER & TRENKAMP CO., Cleveland, O. Booklet of 12 pages giving a full description of and referring to all the special features connected with their lines of Reliable Water Heaters. These are instantaneous water heaters of the pressure principle, making it possible to use spray attachment in connection with bath, which is a feature worthy of consideration. In this heater the water being heated does not come in contact with poisonous gases from burner, hence is perfectly pure and palatable for drinking purposes, which is a strong point in its favor. It can be furnished either round or square, with either floor stand or side wall bracket. This little booklet gives all the necessary information in connection with the various styles made, and is worth sending for by those interested in this line of goods.

E. W. BLISS Co., Brooklyn, N. Y. 16 page catalogue of Bliss-Heath patent vacuum or atmospheric pumping engines for unskilled labor. This is a small catalogue, envelope size, printed on coated paper, and as usual with this company, handsomely illustrated with a full description of its merits, mode of operation, and other points of interest. The E. W. Bliss Co. are also the largest designers and builders of presses, dies, shears, drop hammers, double seamers and every description of special machinery for all kinds of sheet metal work, for which they solicit correspondence, and cheerfully furnish estimates.

THE BUHL STAMPING CO., Detroit, Mich. Booklet of 32 pages, being their booklet No. 33, and having a special title, together with special features connected with the title, called "From Mexico to the Top of the Earth." This is a booklet gotten up in their usual high-grade style, printed on coated paper, and illustrated throughout with their various designs of milk cans, etc., all of which are shown in a very novel manner as part and parcel of endorsements of the manufactures of this well known company, the typewritten letters forming these endorsements being shown in fac simile. In the corner of each is a different design, illustrating the various milk cans referred to. It is a very clever piece of work, and reflects credit upon the compiler.

R. K. BACHMAN & BROTHER, Riegelsville, Pa. Allerton-Clarke Co., 79 Reade Street, New York, Agents. A booklet catalogue of the adjustable window screens made by this firm under the name of "Our Automatic" and "Century." They also make a centre extension screen to comply with the demand for a low-priced screen. "Our Automatic" is made with an end pin and spiral springs, which give to it a rigidity not usually found in automatic screens. The spiral springs are so constructed that they cannot get out of position, and will not stick, catch or wedge fast in operating. The "Century" is made of hard wood, finished in oil, side wings and frame beaded, and selvage of wire cloth covered with moulding; list prices lower than "Our Automatic." The centre extension screen is a well made screen of stained cherry or walnut, slides on steel rods, and will not bind; both sides alike. It is made to admit of the greatest possible extension for each size. Although a light frame, it has stiff corner joints, and makes a strong and durable screen of this character.

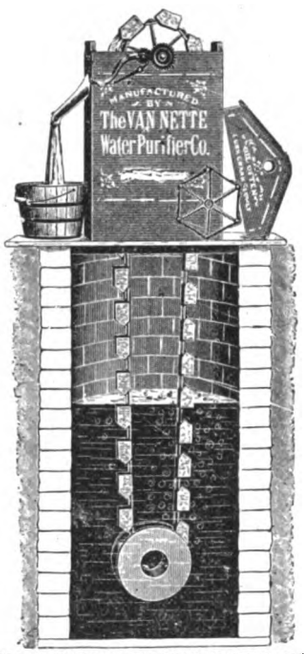
ATLAS BOLT & SCREW Co., Cleveland, Ohio. Catalogue and price list of tire bolts, sleigh shoe bolts, stove bolts, iron and brass machine screws, sink bolts, rivets and stove rods; 24 page catalogue printed on fine coated paper, with excellent illustrations showing every portion of their product in a manner readily understood. All the variations are shown, as, for instance, on one page of rivets there are thirteen different patterns, including such goods as Globe head rivets, wagon box head and wheel head rivets, caster and pinch head pins, showing special designs that are rarely illustrated, and consequently making catalogue of considerable utility to the dealer. On the page showing bolts are thirteen illustrations, showing the various designs of these goods, including such patterns as bung head and desk bolts, pinch head and seat post bolts, steeple head and countersunk bolts, odd patterns that are rarely illustrated. The various styles of screws made by this concern are similarly treated. Altogether this is an important little catalogue for the Hardware dealer who desires to be up to date on his information, and is well worth writing for.

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NEW GOODS AND SPECIALTIES.

Van Nette Water Purifier.

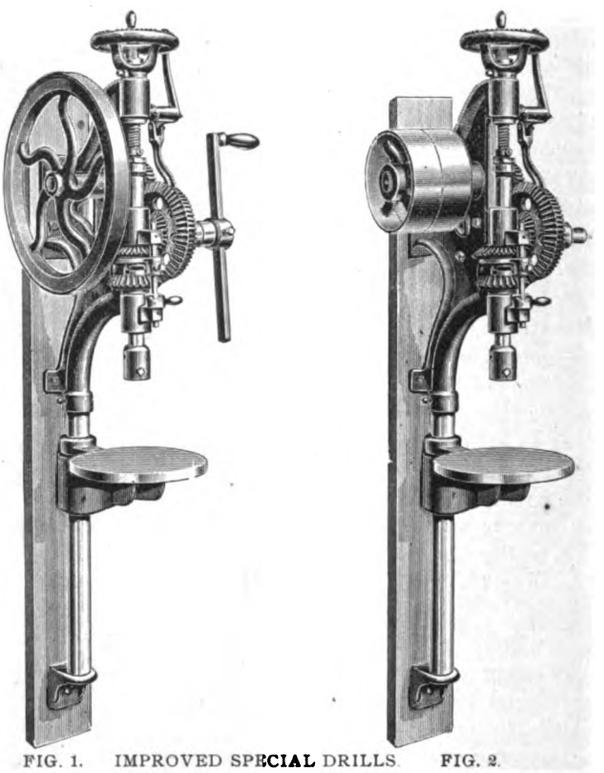
The Williams Pump Co., Norwalk, Ohio, are the successors of the Van Nette Water Purifier Co., and are the manufacturers of the Van Nette water purifier with which that company has been previously identified. The water purifier has compelled considerable attention to be paid to the purification of water throughout the various sections where it has been introduced. It is claimed that for every gallon of water drawn a gallon of air, the vital element, is circulated through the water. The oxygen thus introduced ventilates, vitalizes and purifies the water, and through its agency destroys all water worms, water lice and other germs of disease that have been found at various times to impair the purity of the water relied upon for the use of families. By the agency of the Van Nette water purifier all impurities from the foulest well or cistern will be removed by a few days' ordinary use, and subsequently the water can be kept equal in purity to that of a mountain stream. These claims of the manufacturers can be substantiated by numbers of testimonials where the water purifier has been used for a long time. The pump illustrated herewith is designed for wells and cisterns, and is calculated to draw 16 gallons of water per minute. Among the advantages claimed by the manufacturers, the following may be mentioned: It has no tubing to rust, burst or wear out; it never has to be packed, primed or thawed out; it will not freeze, having stood the test of 38 degrees below zero. The chain and buckets being made of galvanized steel, there is no inclination to rust. There is no wooden tubing, rubber or leather coming in contact with the water, and special attention is called to the fact that it is not necessary to pump out a pail of water to get a fresh, cool drink, as in its construction every cup goes down full of air to the bottom and fills with cold water as the air escapes. The cups on the chain in the Van Nette water purifier are placed two inches apart, throwing twice the amount of water usually thrown in pumps of a similar construction.



VAN NETTE WATER PURIFIER.

Improved Special Drills.

Geo. B. Burnham Co., 21 Hermon Street, Worcester, Mass., are manufacturing the upright drills which we illustrate in this article. Fig. 1 shows their No. 3 upright hand-drill and Fig. 2 the power drill. These drills possess a new style of gearing, claimed to give the most important results. Among the improvements noticeable in the construction of these special drills, it is claimed that high speed on the fly wheel can be held all the time. As there are a less number of gears engaged, less noise results, and less power is required to run them. In order to get slower speed, it is not necessary to change the crank to another shaft, the change being made instantly from fast to slow by simply throwing the lever. With a tight and loose pulley, as shown in Fig. 2, two speeds are obtained, which give the same results as a countershaft with a two-step cone pulley, the cost being greatly diminished. There is a ratio of 2 on spindle to 1 on crank, or a ratio of 1 on spindle to 1 on crank. It thus makes a very cheap and durable power machine, especially economical in the great saving of time when changing speed. This machine is destined more particularly for carriage makers and heavy blacksmith work. Will drill from 1-8 to 1 1-2 inch hole, having a diameter of spindle 1 5-16 inches, and is 15 inches in length. They will drill hole to centre of 16-inch circle, 4 1-2 inches deep, the greatest distance from spindle to table being 22 inches. The drill socket screws on to spindle, and takes drills with 41-64-inch round shank, or it can be removed and their Universal chuck put on in its place. The chuck is not, however, furnished with the drill. The drill has the automatic feed, with swing table 11 inches in diameter, and grinding attachment. The tight and loose pulleys are 8 by 2 1-2 inches face; extreme length, 66 inches; weight, 200 pounds. Further particulars may be had by addressing the manufacturers.


FIG. 1. IMPROVED SPECIAL DRILLS. FIG. 2.

The Dandy Sink Cleaner.

John W. Sudlow, 986 Halsey Street, Brooklyn, N. Y., is the patentee and manufacturer of the Dandy Sink Cleaner, which has been before the Hardware trade for several years, and has proved the most successful housekeeping specialty of the kind ever introduced to the trade. The Dandy Sink

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Cleaner is made from sheet steel of suitable gauge, handsomely and attractively lacquered a bronze color, the main part forming with suitable handle and crimped corners a miniature shovel of suitable size to use in the ordinary sink. Attached to the same by steel spring wire support holding it in its place, is a small sheet steel cleaner having a rubber edge, the whole well riveted, and strongly made, by the aid of which all the domestic refuse which usually collects in a

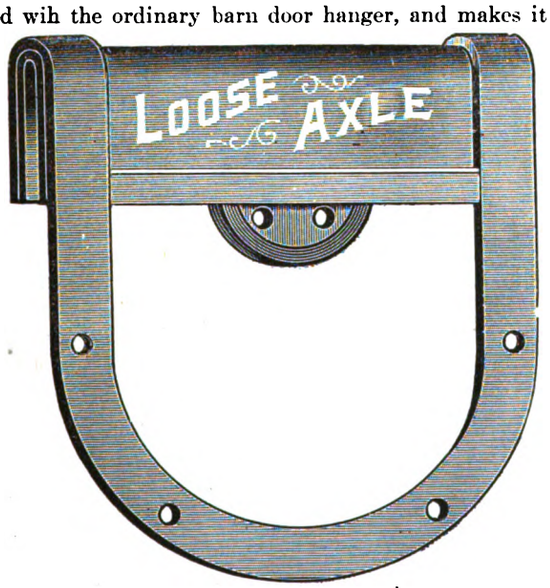


DANDY SINK CLEANER.

sink is readily swept into a corner, to be removed by the shovel attached, the rubber edge cleaner sweeping it off into the proper receptacle. The whole appliance is unique in its utility, and will be found a free seller by every Hardwareman adding it to his stock, as it can be retailed at a very moderate price, and pay the dealer a handsome profit.

Cronk's Steel-Covered Barn-Door Hangers.

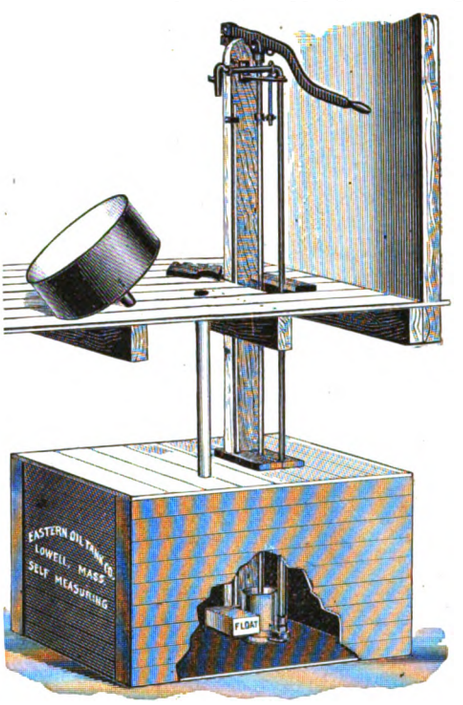
The Cronk Hanger Co., Elmira, N. Y., are makers of the Steel-Covered Endless Run Barn Door Hanger, an illustration of which is given herewith. This is claimed to be the only solid covered hanger placed before the Hardware trade, possessing features of strength and durability which commend it to the consumer, and has caused it to achieve the success universally credited to it. The wheel and axle is entirely protected from the storm, and in the method of its construction the continuous brace doubles its strength as compared wih the ordinary barn door hanger, and makes it correspondingly unique. It is made in four sizes, No. 1, 1 1-2 2 and 3, capable of a continuous run, according to size, of 6, 9, 10 and 15 feet.



CRONK'S STEEL-COVERED BARN-DOOR HANGER.

Eastern Self-Measuring Oil Tank.

The Eastern Oil Tank Co., 146 Fletcher Street, Lowell, Mass., are manufacturers of one of the most complete self-measuring oil tanks and pumps offered to the Hardware trade. There having been a great many complaints made against so-called self-measuring pumps, the above company feel that they are manufacturing the only system that comes within the scope of the requirements of the law covering the sale of this extensive product. The law in question states: "All liquids must be sold in sealed measures, and to meet the requirement of the laws of the United States, this seal must be in sight." They have provided a seal on their system, so that the State, city or town sealers by having their attention called to the same, can protect dealers completely and thus avoid liability to fine. The Eastern Self-Measuring Tank is made of iron and brass of heavy construction, and of great durability. It is simply constructed, having no cogs, wheels or gearing to create wear and tear, and increase the liability to get out of order. The style of the oil tank will be noted in the graphic illustration given herewith. The curved handle leverage has a duplex action, which gives a direct stroke, and lifts oil to any height with perfect ease. At each full stroke, two quarts is measured into customers' cans without tunnels or measures. A five-gallon can may be filled in less than a minute without spilling, dripping, shrinking or any



EASTERN SELF-MEASURING OIL TANK.

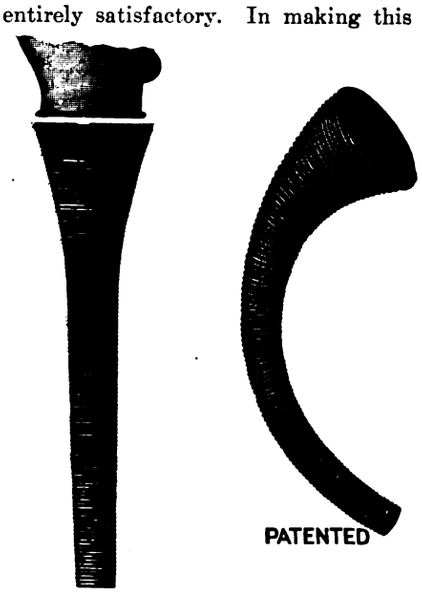
evaporation of the oil. The draught being only 4 1-2 inches, makes it, as claimed, the shortest draughted self-measuring pump on the market. Pumps can be built to order on the above system any length required, measurement being taken from bottom where tank sets, to the first floor. They are provided with an indicator that tells accurately the amount of oil on hand. If the tank is placed in the cellar, the indicator can be located on the first floor, avoiding the trouble of going below to investigate. Among the advantages claimed for this tank may be mentioned: Oil may be drawn at night with no possible need of a lamp, as the can can be simply hung on the apparatus, and the strokes can be counted until the desired amount is reached. They publish a catalogue giving full particulars, together with testimonials from those having used them, which it would be well worth while to send for by any Hardware dealer handling this commodity.

Spiral Wire Tubes for Grain Drills.

Poindexter & Hamilton, Cynthiana, Ky., are manufacturers of the spiral wire tubes for grain drills, with which this article is illustrated. These goods are being introduced to the trade in New York, Pennsylvania, Ohio and Michigan by the Lockwood-Taylor Hardware Co. of Cleveland, Ohio, they having been made general sales agents for those States. The tube can be attached to the receiver on any drill, which in its construction requires the use of rubber tubes. It is of

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sufficient size to fit the largest receivers, and can be adjusted to properly fit smaller ones by simply cutting off one or more coils, and then screwing on. The regular size of the tubes is 1 7-8 inches at the flared end and 3-4 inch at the small end, inside diameter, and 21 inches in length. If required, however, the tubes can be furnished in any desired size. The manufacturers submitted these drills to the tests of experts interested in an invention of this character, and it was proved to be entirely satisfactory. In making this test a moving

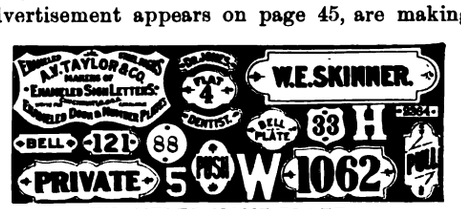


SPIRAL WIRE TUBES FOR GRAIN DRILLS.

platform was prepared, covered with from 6 to 8 inches of lumpy, moist soil, with hurdles 18 feet apart, every fourth hurdle being 10 inches high. The Poindexter tube was then adjusted to a grain hopper, and conducted the same down into a spring hoe, or boot. On the same machine a standard rubber tube was also used. The result of the test that followed proved that the total number of hurdles was nearly 30 per cent. greater in number than those jumped with rubber tubes bending back under the same conditions as the wire tubes, no accident whatever happening to the Poindexter spiral wire tube during the test run, which extended to 28 miles, taking 10 1-2 hours to complete the circuit. A number of advantages are claimed by the manufacturers, among which may be mentioned the following: The tube is indestructible, lasting as long as the drill; it will not kink or buckle; it will not choke and cause the driver annoyance; being a force feed tube, there is always a continuous vibration; fertilizer can be used to perfection; the tube will not become displaced by corn stalks or other minor obstacles; it distributes the grain perfectly even. The tubes being always in perfect shape, from their improved construction, when the drill is started, the grain continues to flow regularly while tube is bent by any movement of the drill, hoes or other obstacles.

Enameled Name Plates.

S. V. Taylor & Co., 1062 Central Avenue, Cincinnati, Ohio, whose advertisement appears on page 45, are making a spe-



ENAMELED NAME PLATE.

cialty of enameled street name plates, which they have supplied to a number of cities interested in properly keeping the names of their streets and avenues where they will prove a guide to the inhabitants. They also make a large number of steel signs for a variety of purposes, for outdoor use on wagons, trucks, houses, offices and railroads. The most appropriate window signs nowadays are these formed from white enameled letters, which are made by the above firm in several sizes, by which one pane or a whole window can blazon to the world the advantages to be obtained within. While the principal business of the firm is that of manufacturing enamelers, they make signs and sign letters from glass, wood, cloth, paper, metal and enameled iron, in all the modern modes and designs.

Practieal Lawn Weeder.

Walsh & Many, Cleveland, Ohio. Among the many useful specialties manufactured by this concern is the Practical Lawn Weeder, an illustration of which we give herewith. It is manufactured with tool steel blade and hollow steel handle. Operates in a very simple manner, quick working, and from its durable construction it may fairly be considered

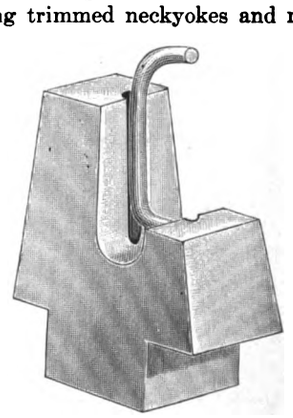


PRACTICAL LAWN WEEDER.

indestructible. It is 39 inches in length, and weighs two pounds. For the purpose intended, the device possesses considerable ingenuity, and it should prove a quick-selling specialty to the Hardware trade.

Covert's Rope Tie Maker.

Covert's Saddlery Works, Farmer, N. Y., are manufacturing an exceedingly handy tool, which is called by them Covert's Rope Tie Maker, and is designed to be marketed at a moderate price. It is a practical and inexpensive method for the purpose of making rope ties. It consists simply of a steel die grooved to hold and form the wire clamp, as shown in the illustration herewith. After the rope is placed in position, a blow or two with a hammer simply fastens the clamp around the rope. The die is constructed in a way that it may be fastened in an ordinary vise for the purpose above mentioned, and this simple method of accomplishing the object will undoubtedly be appreciated by those wishing to make horse and cattle ties in a moderate way without going to the expense of fitting up expensive machines to accomplish the work. The necessary wire clamps, suitable for any size rope up to 3-4 inch diameter, can be furnished by the makers of this tool. This concern are well known as manufacturers of harness snaps and rope thimbles and other saddlery specialties, including trimmed neckyokes and neckyoke centres.



COVERT'S ROPE TIE MAKER.

They publish a very complete catalogue covering the line of specialties manufactured by them, which may be had upon request.

Old Lady (to chemist)—I want a box of canine pills.

Chemist—What is the matter with the dog?

Old Lady (indignantly)—I want you to know, sir, that my husband is a gentleman.

(Chemist puts up some quinine pills in profound silence.) —*Ex.*

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REVIEW OF THE MARKETS.

Wire Nails: Business remains in a quiescent state and nominal transactions only are recorded. This is a dull month generally, and demand is extremely slack. Quotations may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices remain as heretofore.

To retailers, carloads on dock	$2.48
" less than carloads on dock	2.61
Small lots from store	$2.60 to 2.65

Cut Nails: The Cut Nail market remains in same condition as last reported, with no change in current quotations. Large transactions are few and far between, and stocks are reported very light in dealers' hands. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain the same, the following may be said to represent the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.35 to 2.40

Barb Wire: An extremely moderate business is being done at this time in Barb Wire, prices, however, are well maintained. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: No change is recorded in the Plain Wire market, transactions being at this period of the year uniformly light. Quotations, being without change, are as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.					Galvanized.
6 to 9	Base				$0.40 extra.
10	$0.05	advance	over	base	.40 "
11	.10	"	"	"	.40 "
12 and 12½	.15	"	"	"	.40 "
13	.25	"	"	"	.40 "
14	.35	"	"	"	.40 "
15	.45	"	"	"	.75 "
16	.55	"	"	"	.75 "
17	.70	"	"	"	1.00 "
18	.85	"	"	"	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Bradley's Shelf Brackets: A concession has been made in the price of Bradley's Wire Shelf Brackets, made by Atlas Mfg. Co., New Haven, Conn. The discount quoted is 80 per cent. for full cases, and discount 75 and 10 per cent. for broken cases.

Binder Twine: No changes are reported in the quotations made on Twine, f. o. b. New York, Philadelphia or Boston, subject to a reduction of 1-4 cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of 1-2 cent per pound for carload lots:

White Sisal, 500 feet to pound	8½ cents.
Standard, 500 feet to pound	8½ "
Manila, 500 feet to pound	11½ "
Pure Manila, 650 feet to pound	12½ "

Cordage: Very light demand for Cordage, buying being on a limited scale and applying to actual wants. Some manufacturers, however, report being very busy. The following quotations may be said to represent the market, with the usual rebate of 1-4 cent a pound, when purchased in carload lots:

	Pounds. Cents.
Manila, 7-16 inch and larger	11
Manila, ⅜ inch	11½
Manila, ¼ inch and 5-16 inch	12
Sisal, 7-16 inch and larger	8
Sisal, ⅜ inch	8½
Sisal, ¼ and 5-16 inch	9
Sisal, Lath Yarn, Medium and Coarse	7½

Linseed Oil: Dean Linseed Oil Co., under date of July 11th, quote as follows:

In lots of less than 5 barrels..... 70 cents per gallon.
In lots of 5 barrels or more..... 69 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

John H. Graham & Co., 113 Chambers Street, New York. We have received the following announcement, having reference to the important addition to the agencies already represented by the above firm, of the Continental Tool Co., of Frankfort, N. Y.:

To Whom it May Concern:

The Hardware Trade are generally well informed regarding the modern equipment, together wth the convenience of arrangement and excellent shipping facilities of our new plant. We now beg to advise that we have recently appointed John H. Graham & Co., of New York, our exclusive selling representatives for the export business, on our complete and comprehensive line of shovels, forks, hoes and rakes. We take this opportunity to solicit from such of the trade as have not already tested the superior quality, style and finish of our tools, at least a trial order; and to those who have already favored us with their valued business, we trust that they will extend to Messrs. Graham & Co. a continuance of their trade. Hoping to receive your valued orders, we beg to remain,

Very respectfully,
CONTINENTAL TOOL CO.
W. W. ROBERTS, Treasurer.

In addition to above, the Continental Tool Co., also announce as follows:

To Whom it May Concern:

We desire to inform the Hardware Trade that we have recently arranged with Messrs. John H. Graham & Co., of New York, in conjunction with our regular salesmen, to handle the product of our Shovel factory, and we hope to be favored with your valued orders, either through Messrs. Graham & Co. or direct. We are now carrying a complete stock of these goods in New York City, and are in a position to ship from there promptly as well as direct from the factory. Soliciting your valued orders, we beg to remain,

Very respectfully,
CONTINENTAL TOOL CO.
W. W. ROBERTS, Treasurer.

H. B. Ives Co.: We have received the following announcement regarding the formation of a new company under the above name:

We desire to notify our patrons that the business heretofore conducted by us will hereafter be carried on under the corporate name of the H. B. Ives Co. The personnel of the new company is essentially the same as that of the old firm. It has purchased the five-story factory at 11 to 17 Artizan Street, and thoroughly equipped it with the most improved

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machinery, with the result that it can turn out a larger quantity and better quality of work than ever before. The new corporation has acquired the entire assets of H. B. Ives & Co., and assumes all their liabilities. The manufacture of the lines of Hardware Specialties so well known to the trade as the product of H. B. Ives & Co. will be continued and other lines added. The increased and improved facilities will insure the same prompt attention in the future that the trade has received in the past. Thanking you for past favors, we solicit for the new firm a continuance of your patronage.

Very truly yours,
H. B. IVES CO.

New Haven, Conn., U. S. A., July 14, 1900.

THE ALBANY TRADE.

The second half of the year has been entered upon, and comparisons with six months ago divide one's interest with the outlook and preparation for the remainder of the year.

That the volume of trade has been large, showing an increase on the corresponding months of 1899, will be generally admitted, and the present outlook indicates its continuance.

The shock caused by the heavy reduction in the price of wire and nails has gradually worn away and the stimulating effect shown by increased sale and consumption of these commodities has lessened to some degree the losses sustained by merchants who carry stocks for the prompt supply of the demands in their respective territories. The bitter must be taken with the sweet, and some consolation is derived from the few manufacturers who credit up the decline in stock on hand when prices of their goods are reduced. These few oases in the desert make lasting impressions on the merchant and constitute the strongest arguments for loyalty to these particular goods.

It would take a pretty good guesser to forecast the future with any certainty of correctness—a review of the trade papers for the year past makes excellent reading and even shows that they are not always infallible.

The somewhat lower prices in a few leading lines in which raw material is so important a part expected about July 1st, have materialized and the changes here have been but slight. Although some raw materials are reduced, yet labor still commands the wages that have been prevailing, and as the latter cuts such an important figure in the cost of so many goods, general reductions along the whole line of Hardware seems hardly threatened.

The confidence of the representatives of leading steel and iron consolidations noted of late in the newspapers appears to have resulted in no concert of action. While it appears that the price of many products have about reached bottom, yet it is generally believed the market price of pig iron and billets is still high in proportion to some finished products, though no public announcement of future reduction has been made. The extreme heat of late, so universal throughout the country, has lessened the activity of tradesmen and salesmen and invited a closer observance of the prevailing vacation and half-holiday season so much needed after the wear and tear of the busy half year just passed.

The closing of factories, mills, and shops for the customary inventories, repairs, and semi-annual adjustments will assist in making business quieter for a brief period at least. The next few weeks will be watched with interest in respect to prices, and the thrifty merchant will prepare to keep his assortment complete for the Fall trade commensurate with the demand that continually comes to the progressive "up-to-date" Hardware dealer. ALBANY HARDWARE & IRON CO.

THE PORTLAND TRADE.

The extreme hot, dry weather which prevails through Eastern New England, is making it very hard for our farmers, and when the farmers are having a hard time the jobber is always sure to suffer to a greater or less extent.

Building in this section seems to be at a standstill, there being hardly anything except a few large manufacturing plants being built. Plans for private dwellings have been laid by for another season, as the builder's estimates in the Spring were so large that those contemplating building would not let any contracts, preferring to wait until the prices of lumber and other building material had got back to their proper level. Had present conditions existed in March we should have had quite a good many building contracts let, which would have been a great advantage to Hardware men.

For the present prices are not unreasonable, and since the decline in lumber, nails and steel beams our architects have had about all they wanted to attend to planning for future work.

Summer business is holding up unusually well. Collections are good, and we think the prospect for a good Fall trade is excellent. THE EMERY-WATERHOUSE COMPANY.

THE BALTIMORE TRADE.

Having practically closed the business of the old firm June 30, and started new business July 1, the writer is again at the helm steering the newly launched bark into clear waters. During the past six months we have only purchased such goods as were actually sold and have therefore not kept track of the numerous changes which occurred within this time, but now that we are laying in stock we find a peculiar and weak market. In consequence of existing conditions we are marketing for each meal, hoping manufacturers will soon see the error of their ways, and come down from the roof. The little rush of business we've experienced since the first of the month has been most encouraging, and we hope to have a good Fall trade if energetic pushing will get it. Reports from different farming sections near us show that the recent drought has been severe on crops. Peas have been affected by little insects known as pea lice. Early tomatoes and cabbages by their especial worm enemies, and potatoes, have been only bringing the farmers of the eastern shore of Virginia about 60 to 65 cents per barrel. This does not indicate a superabundance of money in the hands of farmers in this section, nor their ability to pay inflated values for manufactured goods. We cannot have general prosperity until the consumer is able to pay for the necessaries of life, and an occasional luxury thrown in; so any reforms that will benefit the poorer classes and particularly the agriculturist will be most welcome. Collections are fair. H. W. WEBB & SONS.

THE CLEVELAND TRADE.

If government is to be for the benefit of the governed, it cannot always be by the consent of the governed. The civilized world are about to dictate the government to China, and it should be for the benefit of the people regardless of their consent. This may not be democratic, but it is practical common sense. If Cuba, Porto Rico, and the Philippines are ever to have a government with the consent of the governed they must first have one for the benefit of the governed as a preparation.

If this is cruel, it is the cruelty of kindness by the Nation to its wards. The emphasis must be upon benefit rather than upon consent. The obligation imposed on any people to decide, furnishes the authority for its execution. The basis of patriotism is the consensus of personal interest, the greatest good to the greatest number. The right to prevent harm to people under a nation's control is based on the moral law, and its occasional abuse cannot abrogate it.

Had Cuba been governed for the benefit of its people, there would have been no excuse for our interference. An excess of democracy in our Declaration of Independence has misled the public mind and created an impression that the consent of the governed is the equivalent of the benefit of the governed, whereas one is universal eternal principle and the other a dependent one.

The prosperity, happiness and well-being of the people is always promoted by one, and may be destroyed by the other. Commercial prosperity has come to mean development in what makes life worth living. Comfort, civilization and morality are its concomitants, and this does not depend upon government always being with the consent of the governed.

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Promoters of trade and commerce are the missionaries of civilization and religion, providing always government is for the benefit of the governed, so it is evident that even the immortal Declaration of Independence is not of equal inspiration in all its parts.

Combinations and trusts may modify, but cannot control events; they are not superior to the law that consults no private interests, and that has its way without asking consent.

This power, or law, uses both individuals, political parties and nations as its instruments, compelling co-operation with or without consent, but always for the benefit of the governed. In and under this law we live, move and have our being in commercial as well as moral relations.

The indications are favorable for a good fall trade, notwithstanding the almost entire failure of the wheat crop in Ohio. The country is so large and the crop so diversified that the scare will soon be effaced, as other crops are being produced in its place. The country is too prosperous and the people too hopeful to be discouraged.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE BIRMINGHAM TRADE.

We have nothing very encouraging to write. Last year at this period, goods were advancing and hard to get them fast enough, and now the opposite is the case. Goods are declining and manufacturers are anxious for orders. We feel that this district is doing better than some other sections. There is considerable railroad construction under contract, giving employment to many laborers, and creating demand for supplies.

The Semet-Salvery Company, at Ensley, Ala., have decided to enlarge their plant, which will require an outlay of considerable money and we also hear that the Birmingham Cement Company will rebuild their plant, recently destroyed by fire. It is stated that the Tennessee Coal, Iron & Railroad Company will soon begin the work on a rail and structural mill, and thus have a large outlet for their material.

The rains are not so frequent and the agriculturalist is more hopeful. We think if prices would become steady and confidence established, that the demand would be good and trade lively. We all understand how to work on an advancing market, better than we do when goods are declining and unsettled.

We do not see manifested yet, any great degree of anxiety about political results. There is some anxiety about the complications in the Orient, showing that we have obligations to our fellow-man, even though far away and whom we have not seen. We will have to go around the world when we seek to find the circumference of our influence and interests. MOORE & HANDLEY HARDWARE COMPANY.

THE SAGINAW TRADE.

The outlook for Fall business is much brighter in Michigan to-day than it was 60 days ago. The crops are good, and the retail merchants' buying has been carried on in such a conservative manner, that stocks are quite badly broken and the demand for goods is consequently better. The volume of business for this month to date is quite satisfactory, although this is always the quietest time of the year.

MORLEY BROTHERS.

THE CHICAGO TRADE.

We are pleased to state that trade with us has been keeping up remarkably well on all lines, and especially so on seasonable items. While orders for such goods have been given later than usual, they are now coming in with a rush and in certain departments are taxing us to our utmost. Shelf goods are also moving very freely and our business on builders' Hardware is increasing. As the labor troubles have about ended, we anticipate quite a large sale of builders' Hardware in the next sixty days particularly here in the city. During the early part of the month we had very hot weather, when there was something of a falling off in business, more especially with respect to our city trade. In the middle of summer it is, of course, customary for merchants as well as their clerks to take Summer vacations, as this is the season of the year between the Spring and Fall trades, when we have less to do than usual.

With an exception, however, of the States of Nebraska, a small portion of Kansas and part of Dakota, the entire Western and Northwestern country seems to be blest with fine prospects for a good grain crop. Wheat, corn, and oats are fetching an uncommonly good price. The country as a rule is prosperous and we are expecting that Fall trade will open up about the first of August with some considerable vigor. There were a few changes made by manufacturers on the first of July, and we are assured by representatives of mills throughout the country that their expectation is to hold prices firmly through the coming season. In some cases it is even intimated that there will be a scarcity in some classes of manufactured goods.

Manufacturers of axes and edge tools inform us that they already have more specifications for goods than they can deliver for the next three or four months to come. Prices of axes by all the leading manufacturers are at least 50 cents per box higher than they obtained from jobbers who gave their first orders last February.

Trade in snaths, scythes, ice cream freezers, grass hooks, and lawn mowers is remarkably good.

WELLS & NELLEGER CO.

THE ST. PAUL TRADE.

According to the best information, we shall have but 50 per cent. of our usual wheat crop in both the Dakotas and Minnesota, and as this is our main dependence, we feel rather poor. New buildings and new enterprises will be scarce, but the necessaries of life will be here. This is the nearest to a failure in crops that we have ever had and we feel it worse than if we lived in Kansas, where they have gotten used to it by having failures every other year.

The situation in regard to prices does not improve, the jobbers are still trying to reduce stock and the retailer is getting the benefit. C. W. HACKETT HARDWARE CO.

THE DAVENPORT TRADE.

In a letter just received from Messrs. V. L. Tissera & Co., 3 Canal Row, Colombo, Ceylon, they say: "There is a field for the Hardware business, particularly in the building accessories, such as bolts, locks, hinges, etc." Proceeding, the letter says:

"As we are aware, you have a large interest in these commodities, and also being a member of the National Hardware Association you may be able to secure us a great many accounts in this line, with samples sent forward. We believe Robert Sickels, your President at New York, will be glad to aid us in this matter as well, since it will not only redound to our mutual benefit but to the whole country at large. You will doubless notice that we are carrying out my original plans, and rely on receiving your usual sympathy and support in the matter, and I further rely upon my American friends, also their strong support in tackling the Oriental market."

We make brief extracts from the letter that all readers of Hardware may have the benefit of this information from that far away island of spicy breezes.

The amount of sales for June was larger than last year. Weather warm, but favorable to growing crops, which are looking very well indeed. Collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE OMAHA TRADE.

The usual midsummer dullness, while reasonably expected to be perhaps more noticeable than usual, is hardly meeting expectations in this respect. There is a good, fair, if not large volume of business moving, and the active demand for barbed wire has hardly spent its force, and the sales so late in the season are something unusual. Builders' Hardware is very quiet, as is usually the case at this time of year, but seasonable goods are in active demand and are still being

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called for. The volume of business is all that can reasonably be expected, and collections are considerably above the average. Considerable apprehension for the future was felt a week ago on account of the drouth prevailing over most of the State, particularly the western portion; this, however, was broken by a general heavy rain a few days ago, which has insured possibly the largest crop of grain that the State ever raised, and farmers and dealers are correspondingly encouraged. In a general way, the grain crop bids fair, with favorable conditions from now, to be above the average, though limited areas have suffered from drouth and hail, but as far as present conditions indicate, we may safely figure on a large volume of Fall business.

RECTOR & WILHELMY CO.

THE PITTSBURGH TRADE.

While this is vacation season, the part of the force on duty is kept fully employed and sales for the first half of the month show a good increase over last year.

There is a good consumers' demand for almost the entire line and retailers' orders are frequent, and they demand quick shipment. No one is buying in quantity, yet the actual needs make up quite a respectable total. There will soon come a time when rock bottom will be reached in pig iron and billets, if it has not been already reached. All that is needed is to feel that that time has come when orders will be freely placed. We believe there will be an active Fall trade, and prices once started on bed rock, will be firm, and the demand good all along the line.

LOGAN-GREGG HARDWARE CO.

THE SAN FRANCISCO TRADE.

Vacation days have come, the gladdest of the year, and Hardware men are leaving town to fish for fish and shoot for deer.

A local Hardware jobber's salesman, who is said to be worthy of encouragement and is hoping for early promotion on merit, contributed the foregoing, including this quartet trade personal:

Behrend Joost, of Joost Brothers, Inc., is vacationizing at summer resorts in Contra Costa County; L. H. Kohn, of L. H. Kohn & Co., is with his wife and daughter enjoying an outing in Yosemite Valley; C. A. Bennett, of Bennett Bros., is at Capitola, a lively seabeach center near Santa Cruz, and Chas. Watts, manager of the Alexander-Yost Company, is making ready for a start next week, up into the Sierras to pitch his tent on the shady side of famous Lake Tahoe.

The following score of names represent the charter membership of the new trade society, the San Francisco and Oakland Retail Hardware Dealers' Association: Osborn Hardware & Tool Co., Alexander-Yost Co., Palace Hardware Co., Joost Bros., S. B. Bogart, S. J. Dean, Bennett Bros., E. E. Gillen, J. H. Kruse, Philpot & Armstrong, L. H. Kohn, W. Havard, C. W. Marwedel, Henry Gracy, W. A. Etting, F. G. Norman & Sons, Chas. Brown & Sons and Geo. M. Hickman, all of San Francisco; Pierce Hardware Co. and John P. Maxwell, of Oakland.

This association wants it understood that it is not formed to assist any particular firm or firms, or any particular branch of the Hardware business, but for the general welfare of the Hardware trade, and to discourage unfair and unmercantile competition, to remove, by concert of action, all evils and customs that are against good policy and sound business principles, and to take such other action from time to time that will subserve the best interests of each other, and the prosperity of all. And as retailers they desire co-operation with, and the good-will of the wholesalers, recognizing that each have rights and equities which the other should respect, thereby making their business agreeable and profitable to all legitimately engaged therein.

The voice of the retail trade dovetails nicely with this July 17th expression given to the Hardware correspondent by Alfred C. Rulofson, head of Baker & Hamilton's Hardware department:

"Hopeful expectancy is the feeling just now. Trade activity now in evidence, generally speaking, is hovering roundabout the usual midsummer level; but it is not by any means the lowest level that ever happened hereabout. Small sort-up orders are the rule; and this, by the way, is the sort of careful business we like best to see. We are expecting a highly satisfactory Fall trade; in fact, we anticipate that this end of the century year will round up for us a grand business that will rank as the best we have had in a long time."

Within the last month the San Francisco Board of Trade have had to deal for creditors with thirty-two Pacific Coast business firms in distress, but of this number, only one is classified under the head of Hardware, reported on as follows:

Winchell Hardware Company, of Vallejo, Cal. Assets, $5750; liabilities, $9000. Settlement effected at 65 per cent. on $6047.80, $1500 cash, $1500 note indorsed, payable August 6, 1900; $931.11 note indorsed, payable September 20, 1900. Notes held by W. W. Montague & Co. for benefit of creditors.

TRADES PRESS ASSOCIATION.

Customs Regulations in Canada.

Commercial Agent Johnson, of Stanbridge, under date of June 9, 1900, reports that the Canadian Government has adopted similar regulations to those of the United States, requiring triplicate invoices, one to be filed at the port of entry, one with the shipper, and the remaining one to be forwarded to the Department of Customs at Ottawa.

On June 15, Mr. Johnson adds that the department is putting into force the following regulations, which are of particular interest to importers:

The invoice produced for entry at the Custom House, in respect of goods purchased by an importer, shall be an invoice from the person, firm, or corporation selling the goods to such importer. The invoice shall be properly certified and shall faithfully represent the transaction between the seller of the goods and the importer in respect of such goods, and shall truly exhibit the actual price paid and to be paid for the goods by the importer making entry thereof, including the cost of coverings of any kind and all charges and expenses incident to placing the goods in condition, packed ready for shipment direct to Canada. Goods bona fide exported to Canada from any country, but passing in transit through another country, shall be valued for duty as if they were imported directly from such first-mentioned country, subject to the following conditions, namely:

(a) The bill of lading for the transportation of the goods to Canada shall show the ultimate destination of the goods from the place of original shipment to be a port in Canada, without any contingency of diversion, and the goods shall not

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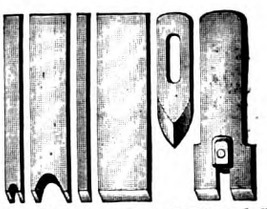
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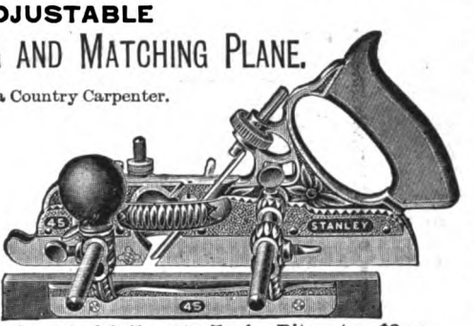
Price, 15 cents per box of 100.

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.





No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., $8.00
SOLD BY ALL HARDWARE DEALERS.

be entered for consumption or for warehouse, or remain unclaimed, or remain for any purpose other than their transshipment or transit in any intermediate country.

(b) The said bill of lading for the transportation of goods from the port of original shipment to Canada, or a certified copy or copies thereof, and such further evidence as the collector may require to establish the direct exportation of the goods from the place of original shipment to a port in Canada, as hereinbefore provided, together with a proper invoice of the goods, shall be produced by the importer to the Collector of Customs at the port of entry; provided that a customs certificate showing the trans-shipment of the goods in a British or foreign port, without entry thereat, for consumption or for warehouse, or for any other purpose than their transportation in transitu to the port of destination in Canada, may be required by the said Collector as further evidence, in any case where he deems it necessary, in addition to the bill of lading; provided also that any original bill of lading when so produced to the Collector and marked with the customs stamp may be returned if a "transitu statement" (in a form approved by the Minister of Customs) containing the material facts set forth in the bill of lading respecting the consignment, including package marks and freight charges, be filed with the Collector and be by him compared with the particulars in the original bill of lading.

(c) Goods subject to an ad valorem duty not imported in conformity with these regulations shall be valued and appraised at their fair market value, as sold for home consumption in the principal markets of the last country whence the goods were transported into Canada, at the time when the same were exported from such country.

Miss Marjorie—And how is your son James getting on, Mr. Giles?

Giles (whose son has gone to London "in service")—Well, to tell ye the truth, Miss Marji, Oi'm very troubled about 'im. Oi 'ad a letter last week, an' 'e says that 'e's living in a buildin' with 'undreds of people in it, an' it's three or fowr 'ouses one on top o' t'other. 'E says there's a railway carriage without an ingin' that goes up the middle of th' buildin', an' the lights is all in bottles, an' you turns 'em on with a tap without usin' a loocifer, an'——

Miss Marjorie—But why are you troubled about James?

Giles—Aye. Oi fear 'e must 'a took to drink, Miss"—*Punch.*

Of all occupations the average life of soapboilers is the highest, and that of grindstone-makers the lowest.

Agency Wanted.

MANUFACTURER'S AGENT, of over 20 years' experience in London, would be glad to arrange terms with a few leading manufacturers desirous of placing their goods on the English market, and of securing efficient representation in the United Kingdom. Apply AGENT, care Laffan News Bureau, 1 Arundel Street, Strand, London, W. C.



Why try to stick things with something that doesn't stick? Buy **MAJOR'S CEMENT;** you know it sticks. Nothing breaks away from it. Stick to **MAJOR'S CEMENT.** Buy once, you will buy forever. There is nothing as good; don't believe the substituter.

MAJOR'S RUBBER and MAJOR'S LEATHER.
Two separate cements—the best. Insist on having them.
ESTABLISHED 1876.
15 and 25 cents per bottle at all druggists.
MAJOR CEMENT CO., NEW YORK CITY.

THE BEST FENCE.



The best fence for farm and poultry purposes . . Also **Gates and Lawn Fencing.** Get our prices and Catalogue. . . .

DETROIT FENCE CO.,
Box A, 18 Atwater St E., DETROIT, MICH.

TWO MORE VICTORIES WON.

In addition to the victories previously reported, Mr. J. S. FANNING again demonstrates the superiority of L. & R. SMOKELESS, at

SWANTON, VERMONT,
July 4 and 5. General average for entire shoot, 98 3/10 per cent. HIGH GUN.

NARRAGANSETT PIER, R. I.,
Inter-state Tournament, July 11 and 12. General average for entire shoot, 94 per cent. HIGH GUN.

Do Not Forget the World's Record, Utica, N. Y.
June 5th to 8th, ***231 Consecutive Targets in Open Competition for Money, Without a Miss.***

Mr. FANNING'S continued victories should make all sportsmen stop and consider. His load is :

U. M. C. "Acme" or Winchester "Leader,"
(¾ base). 2¾ in., 40-1 ¼ ; 7½ch. (factory load).

LAFLIN & RAND POWDER CO.
99 Cedar Street, New York City.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Baltimore, Md.—The Hardware Supply Co. has been incorporated, with capital stock of $15,000, by William H. Whiting, J. Walter Abbott, Andrew V. Cutino, James Walker and others.

Corning, N. Y.—Frost & Williams expect to open a branch Hardware store at Big Flats.

Findlay, O.—J. D. Buss, the Rawson Hardware merchant, has purchased a Hardware store in Kalida, and will put his son John in charge.

Greeley, Col.—J. H. Clark has opened his new Hardware store in the Dupree building, Main street.

Hanna, Ia.—The North-Western Grain Co. is putting in a Hardware store.

Krum, Tex.—Jackson & Dodson are repairing their large grain house preparatory to opening of a large stock of Hardware and implements by H. L. Lathrop.

Kuhl, Pa.—F. Hirt, Jr.

Munith, Mich.—John Schnackenberg.

New Rochelle, N. Y.—W. F. Davids and E. H. Harmer have opened a Hardware store in the new Welinsky building, at the corner of Main and Lawton streets.

Seatonville, Ill.—J. C. Glover & Co.

Westport, Ind.—N. E. Howe has leased his storeroom on Main street to Fred Myers, who will put in a stock of Hardware.

Changes and Improvements.

Beeville, Tex.—Burrows Bros., the Hardware and implement people, are erecting a large warehouse, which will be completed by the end of the month.

Bel Air, Md.—Edward H. Hall has leased the business stand of P. F. Ball and purchased his stock of Hardware.

Bertha, Minn.—H. F. Heinck has bought out Mr. Gibson's Hardware business and taken charge of it.

Bourbon, Ind.—J. A. Cutler will remove his stock of Hardware into the building adjoining his present location on August 1.

Brashear, Mo.—C. A. Chadwick, who recently exchanged his Hardware store to Willis Eshom of Gibbs, is now back at his old stand again.

Bridger, Mont.—The Haskins Hardware Co. has just completed the erection of a commodious warehouse.

Gardiner, Me.—The Decker & Day Hardware & Coal Co. is the name of the new company that has absorbed and is successor to the firms of Dingley & Decker, Dingley Hardware Co. and Dingley Bros.

Connellsville, Pa.—The addition to the Munson building on Main street is about completed and the Hardware store of Munson Bros. is now located there with an entrance on Orchard alley.

Greenwich, N. Y.—Hiram C. Hill has sold his Hardware stock to George E. Trumbull and James McGrouty.

Kenyon, Minn.—L. Olson has sold his interest of the Kenyon Hardware Co. to C. A. Petterson.

Kingston, Ill.—Campbell & Houston are invoicing their Hardware stock and at the conclusion of the work J. H. Campbell will assume control.

Lake Charles, La.—The Rock Hardware Co., Limited, have closed a contract with H. G. Reimers for the erection of their Ryan street building.

Lancaster, N. Y.—Delzer's stock of Hardware has been moved from the Schwartz building on West Main street into the John Stephan block on the same street.

Long Prairie, Minn.—The building occupied by W. A. Barto's Hardware store is being improved very much in appearance by a fresh coat of paint.

Louisville, Ky.—Amended articles of incorporation have been filed in the office of the Secretary of State by the W. B. Belknap Hardware Co. It increases its capital stock from $450,000 to $750,000.

Madisonville, Tenn.—A. J. Patterson has sold his interest in the Hardware store of McFarland & Patterson to Ulie Milligan.

Mitchell, S. Dak.—Matt Gosche has closed the purchase of Wm. Koch's Hardware store at the corner of Main street.

New London, O.—The old firm of Washburn & Skinner, dealers in Hardware, has been dissolved by the retirement of Mr. Washburn, who has sold his interests in the business to N. O. Allen.

Orlando, Fla.—The Hardware and furniture firm of Guernsey & Long has dissolved, Mr. Long selling his interest in the business to his partner.

Osceola, Ia.—E. F. Freeman has disposed of his Hardware store.

Ottumwa, Ia.—The Hardware, stove and tinware establishment of the late P. C. Biddison, at 322 East Main street, has been purchased by Brown and Wm. McCarroll, and the firm will in the future be known as McCarroll Bros.

Portsmouth, O.—The J. C. Hibbs Hardware Co. have moved into their new quarters.

Pueblo, Col.—W. E. Andrus, 322 North Santa Fe avenue, has formed a partnership with J. B. Ferguson, under the firm name of the Andrus-Ferguson Hardware Co.

Reading, Mich.—Hartwell & Doig have moved their stock of Hardware into the new store built this summer by S. N. Curtis.

Skowhegan, Me.—The interior of the Hardware and stove store of F. G. Heald & Co. has been entirely torn out and is to be papered and repainted, new shelving built and many other repairs made.

Superior, Neb.—W. F. Allen has sold out his Hardware store to T. J. Burgess of St. Joseph, Mo.

Tigerton, Wis.—Arthur Heins has bought the Roemer Hardware store.

Tomah, Wis.—Smith & Thomas are now located one door south of Warren's bank with their stock of Hardware, where they will hold forth until the completion of their new brick store.

Business Embarrassments.

Clark's Hill, Ind.—John E. Bates, Hardware merchant, has made an assignment to C. P. Marcum.

Gillespie, Ill.—A petition in bankrutpcy has been filed by Francis G. Kimble and Albert G. Kimble, doing a Hardware business under the firm name of F. G. Kimble & Co. The firm liabilities are scheduled at $1,100.40 and the net assets, $638.01.

Montreal, Can.—Martin Beck, Hardware merchant, has assigned at the instance of Wm. B. S. Reddy, with liabilities of about $3,500.

Osceola, Ia.—A petition for an involuntary declaration of bankruptcy has been filed in the United States Court by creditors of the Hardware firm of Ruby W. Meyer and John W. Bernard.

Fires in Hardware Stores.

Cass Lake, Minn.—C. M. Taylor & Co.'s Hardware store has been destroyed by fire. Loss, $3,500.

Chicago, Ill.—James B. Clow & Son's Hardware establishment at 220-222 Lake street has been damaged by fire to the extent of $5,000.

Conneaut, O.—W. B. Kirk's Hardware store has been damaged by fire.

Danville, N. Y.—Schwingle & Carney's Hardware store has been damaged by fire to the extent of $2,000. Fully insured.

Frankfort, Ky.—M. A. Collin's Hardware store has been destroyed by fire.

Oneida, Ill.—Metcalf Bros'. Hardware store has been destroyed by fire. Loss, $6,000.

Prairie Depot, O. — L. Newcomer's Hardware store has been destroyed by fire. Loss, $4,000.

Sioux Falls, S. Dak.—C. H. Vincent's Hardware store has been destroyed by fire. Loss, $1,000; fully insured.

Washington, D. C.—Fire has destroyed the Washington Hardware Co.'s building and stock and three stores. Loss, $60,000.

Burglaries in Hardware Stores.

Baraboo, Wis.—G. T. Mueller, $18.

Barryton, Mich.—S. S. Wilson, $700.

Chippewa Falls, Wis.—A. L. Martin, $150.

Glenwood Springs, Col.—W. S. Dougan, revolvers.

Grand Junction, Col.—E. M. Slocomb, $200.

Hammond, La.—T. S. Baltzell, $125.

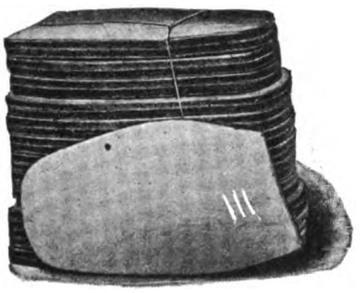
Lansdale, Pa.—J. Irvin Ambler, $200.

Mt. Pleasant, Pa.—W. H. Smith & Son, $500.

Rochester, Pa.—H. H. Newkirk, $150.

South Dayton, Tenn.—A. Johnson & Sons, cutlery.

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shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston.

Germany increased her pig iron output from 1,988,000 tons in 1872 to 7,215,000 in 1899.

The Bon Marche in Paris has the largest kitchen in the world. It provides food for all the employees of the house, 4000 in number. The smallest kettle holds 75 quarts; the largest, 375 quarts. There are 50 frying-pans, each of which is capable of holding 300 cutlets at a time, or of frying 220 pounds of potatoes. When there are omelettes for breakfast, 7800 eggs are used. The coffee machine makes 750 quarts of coffee daily. There are 60 cooks and 100 kitchen boys employed.

Within the last few years it has been repeatedly asserted that the stock of first-class lithographic stone, which comes from certain German quarries, was being exhausted, and that the supply would soon be gone. The American Consul at Nuremberg writes to the State Department to say that this story is false. There is practically an unlimited supply of good stone, to say nothing of an abundance of an inferior quality.

The greatest banquet in history took place August 18, 1889, when the 40,000 Mayors of France sat at a table in the Palais de l'Industrie in Paris. There were three relays of about 13,000 guests each. To prepare the feast required 75 chief cooks, 13,000 waiters, scullions, cellarmen and helpers, 80,000 plates, 52,000 glasses, knives, forks and spoons in proportion, 40,000 rolls, and fish, meat and fowl by the ton. The banquet was part of the centenary celebration of the events of 1789.—*Exchange.*

The great bulk of Yucatan's exports is made up of one thing, hemp. The country is covered with plantations of it, some of them covering eight and even ten square miles. The plants are about two feet high when first ready to bear, usually five or six years after the slips have been put in the ground. The hemp is a species of cactus, and grows to the height of a man. From its thick central stalk it puts out a forest of leaves in every direction. These leaves are three or four feet long, narrow, and pulpy. A certain number are cut off about twice a year, and from them the hemp commerce is made by the natives. A hemp plant will bear for eighteen or twenty years.

"I never was ruined but twice," said a wit; "once when I lost a lawsuit and once when I gained one."

WE would call the attention of the Hardware Trade to our Sales-offices in Chicago, Boston and San Francisco. We have assembled samples of our lines at these offices, exhibiting more especially the better grades of Builders' Hardware.

We solicit the inspection of the samples and inquiries for prices. Requests for estimates from plans, comparative schedules, or on Hardware shown in our catalogues will receive prompt and careful attention.

We maintain complete lines of samples at our Factory and Warehouses.

Local Offices:

CHICAGO.....Rooms 941-2 Marquette Building, Dearborn Street.
BOSTON.....Room 814 Exchange Building, State Street.
SAN FRANCISCO.....Room 3, Third Floor, Mills Building, Montgomery Street.

Warehouses:

NEW YORK.....Nos. 43, 45 & 47 Chambers Street.
PHILADELPHIA.....No. 19 North Fifth Street.
BALTIMORE.....Wm. H. Cole & Sons, Agents, No. 17 S. Charles Street.
LONDON, E. C.....Brooks' Wharf, Upper Thames Street.

R&E

Russell & Erwin Manufacturing Company,
NEW BRITAIN, CONN.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Alton, Ill.—The well-known mining tool firm of Beall Bros. will be organized under the State laws as a corporation. The capital stock of the new organization will be $90,000.

Bridgeport, Conn.—The Curtis & Curtis Co. has been organized with a capital of $200,000, in 2,000 shares of $100 each, for the purpose of making and dealing in machinery and tools, etc.

Calais, Me.—The Maritime Edge Tool Co., composed of Charles E. Heustis, John Wilson and Harry W. Broad, expect to begin the manufacture of axes at an early date.

Canton, O.—The Excelsior Hard Rubber Co., to manufacture all kinds of rubber goods and saddlery Hardware, capitalized at $10,000, has been incorporated by F. E. Pfendler, M. E. Fisher, M. E. Halter, G. R. Pfendler and A. V. Fisher.

Detroit, Mich.—The Wayne Stove Co. has filed articles of incorporation. The capital stock is $5,000.

Detroit, Mich.—The Continental Varnish & Paint Co. has been incorporated; capital, $10,000 paid in. Incorporators: Chas. R. Brown, Otto E. Enell, L. Johnson Lennox.

Dublin, Ga.—The Oconee Mfg. Co. has been incorporated with a capital stock of $5,000. The incorporators are Messrs. J. A. Spain, J. A. Jackson and B. H. Rawls and it is proposed to manufacture axe handles, hoe handles, baseball bats, etc.

Dublin, Ga.—The Dublin Plow Works has been incorporated. The incorporators are J. L. Manning, J. A. Spain, J. D. Smith and Walter B. Jones, of Dublin; Moses Smith, of Jasper, Fla., and John B. Floyd, of Wolcox County, Ga. Capital, $10,000. Will manufacture all kinds of plows, plow stocks and make a specialty of the Mose Smith roller patent plow.

Joliet, Ill.—The Triumph Adjustable Stove Pipe Mfg. Co. has been incorporated, manufacturing iron products. Capital, $15,000. Incorporators: G. B. Barclay, H. T. Keltie, G. E. Antram, all of Joliet.

Louisville, Ky.—The Brinly, Miles & Hardy Co., manufacturers of plows and other farm implements, having recently reorganized, the new concern has filed articles of incorporation in the County Clerk's office. The style of the new firm is the Brinly-Hardy Co., Mr. C. L. Miles having withdrawn from the firm. Its capital stock is placed at $75,000. The incorporators are as follows: I. E. C. Brinly, J. E. Hardy, J. L. Brinly, W. B. Hardy, L. R. Hardy.

Norfolk, Va.—The Columbia Filter Co. has been incorporated. Capital, $100,000.

Port Henry, N. Y.—A cartridge factory is soon to be started at Swanton, Vt., in connection with the Robin Hood Powder Co.

San Antonio, Tex.—The Wrought Iron Range Co., of St. Louis; capital stock, $1,000,000, and the Minneapolis Threshing machine Co., of Minneapolis, with a capital stock of $1,000,000, have been granted permits to do business in Texas.

St. Paul, Minn.—The Aetna Powder Co., of Indiana, has been incorporated in Minnesota under the Somerville law. The capital stock is $300,000, of which $14,200 is assigned to this State.

Toledo, O.—The Toledo Tool Co., a new manufacturing concern, has purchased four acres of the old McKee farm, below Economy, on the Ohio River, for $21.000. The company will erect a large factory on the site.

Wichita, Kan.—A. T. Buckridge has organized a company with a capital of $25,000 to establish a pump factory in this city. It is his intention to have it in operation by August 1.

Changes and Improvements.

Boston, Mass.—The property of the Atlas Tack Co., which is located in several cities and towns of Massachusetts and other States, has been sold under foreclosure proceedings for a second time at the Real Estate Exchange and Auction Board here. The purchaser was Miss K. I. Harrison, of New York, private secretary of H. H. Rogers, of the Standard Oil Co., and the price paid was $200,900. The property disposed of consists of factories, real estate, privileges, etc., in Taunton, Fairhaven, Island Creek, Duxbury and Plymouth; also merchandise and warehouses in Boston, Lynn, New York, Philadelphia, San Francisco, Chicago and Baltimore.

Cedar Rapids, Ia.—Contracts soon will be let for the construction of a building for the Lang Cutlery Co. to be erected at Third Street and Seventh Avenue. The structure will be 40x106, two stories in height. The entire plant will be located therein, with offices, packing, buffing, plating, grinding and polishing departments separated.

Chester, Pa.—The additions and improvements to the edge tool works of H. B. Black & Co. have been completed and the plant is again in operation. A new engine, built by Wetherill & Co. and a new tempering house are the leading improvements, which place the works in better condition for handling large orders than at any time in the company's history.

Fairport, N. Y.—The Thistlewaite drill factory is to be moved to Despatch.

Kokomo, Ind.—At a meeting of the stockholders of the Kokomo Rubber Co. it was decided to build another large two-story addition to the South Kokomo factory. The new wing will be built on the north side of the present buildings and will be 44x100 feet, constructed of brick and stone with a slate roof.

Lancaster, Pa.—The Union Lock & Hardware Co., whose works give employment to several hundred men, have begun an extension to their already large plant, which will be devoted to a malleable iron department. This will be an entirely new industry to Lancaster, and, while greatly increasing the company's business, will also give employment to an increased number of hands. The new plant will be in operation in a few weeks.

Middletown, Conn.—The brick walls for I. E. Palmer's new factory building, at the foot of Center Street, have been completed.

New Britain, Conn.—Many improvements are being made by the Humason & Beckley Mfg. Co. in the interior of their factory. New floors are being laid in some of the rooms and new machinery is being put in.

Ottawa, Ont.—The Ottawa Saw Works Co. have secured their old site and in all probability the company will rebuild and begin business anew on a much larger scale than before.

Quincy, Ill.—The J. D. Warren Mfg. Co., of Chicago, have taken a lease for four years of the Rogers building at Fourth and Oak Streets and will use it for the manufacture of Hardware specialties.

Recent Embarrassments.

Canton, O.—The Princess Plow Co. has assigned to Homer V. Briggle. Assets, $10,000; liabilities not estimated.

Rockford, Ill.—The Rockford Tack Co. is bankrupt. A petition has been filed in the United States District Court at Chicago by Fredericka Rhoades and others to have the company declared insolvent. Mrs. Rhoades' claim is for $2,000 and there are others to a sufficient amount to cause the factory to close.

Muncie, Ind.—Titus Hutzel, Herman Hutzel, Robert Hutzel and Bert Casmire have asked in Circuit Court that a receiver be appointed for the Enterprise Stove Co.

New York, N. Y.—Justice O'Gorman of the Supreme Court has appointed Henry B. Ketcham temporary receiver for the Brainard-Tanner-Gallien Co., manufacturers of Hardware, with offices at 90 Chambers street and at 72 and 74 Church street, on application of Harry J. Brainard and William F. Tanner, composing a majority of the directors, for a voluntary dissolution of the corporation.

Recent Fires.

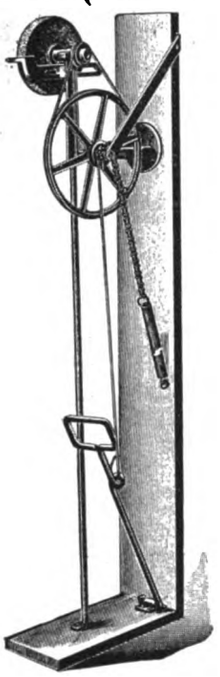
Rankin, Pa.—The Garland Chain Works have been destroyed by fire. Loss is 100,000. The fire was caused by the explosion of a tank of chemicals.

Shenandoah, Pa.—John Roberts' powder mill has been destroyed.

Young America, Ind.—The mill and handle factory owned and operated by Frank Speavy has been burned, involving a loss of $3,000, with but small insurance.

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Reisch's EMERY WHEEL Tool Grinder.



FOOT POWER.

Sharpens or Polishes Anything.

4 Feet High.
Wheel, 6 x 1 Inches.

FITTED WITH
Coarse Emery,
Fine Emery,
Quartz,
Oil Stone or
Grindstone
Wheel--

Our Own Make.

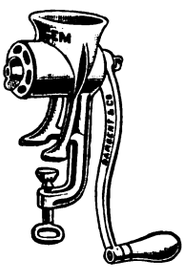
RETAILS FOR
$6.00

LIBERAL DISCOUNTS TO DEALERS.

Sent on Ten Days' Trial.

Buffalo Emery Wheel Co.
30 Lock St., Buffalo, N. Y.

Steel Cutters Don't Break.



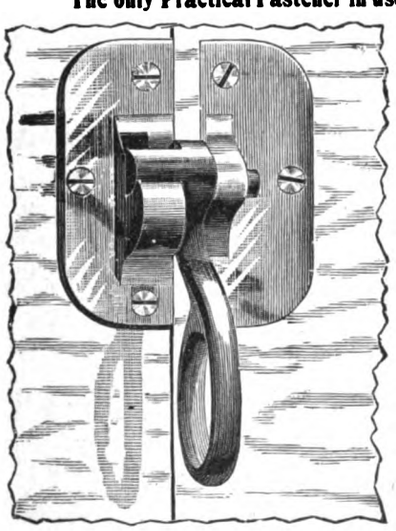
That's a point in favor of Sargent's Gem Food Chopper—a well-built machine, intended for kitchen use, day in and day out; every housekeeper has a place for it.

Do the housekeepers in your section know that there is such a time-saving, work-lessening, drudgery-lightening device, and that you sell it? If not, distribute some of the printed matter we will be pleased to furnish, make a window exhibit of the Gem, and you will have sales—profits, too.

SARGENT & COMPANY,
Manufacturers,
New York, New Haven, Conn., Philadelphia, Boston.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.



FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, ...IOWA....

Largest Manufacturers of Hardware Specialties in the World

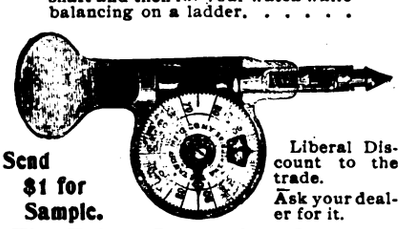


Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Snips, Pruning Shears, etc., etc.

SMITH & HEMENWAY CO., 296 Broadway, New York.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .



Send $1 for Sample.

Liberal Discount to the trade. Ask your dealer for it.

The Tabor Revolution Counter,
Elizabeth, N. J.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of **SMALL SPRINGS** of every description;

and dealers in **WIRE and COLD ROLLED STEEL.**

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Albany, N. Y.—The Universal Coaster Brake Co., of Buffalo, with a capital stock of $100,000, to manufacture and sell coaster brakes for bicycles and other vehicles, has been incorporated with the Secretary of State. The directors are ex-State Controller James A. Roberts, Charles S. Du Mont, William S. Gubelman, John C. Conway, Charles A. Sweet, Henry W. Box, and John J. Carey, all of Buffalo.

Albany, N. Y.—Harry Roy Sweny, 35 Beaver Street.

Baldwinsville, Mass.—Pickett & Oliver, repairing.

Brooklyn, N. Y.—Edwin Oliver, Fulton Street and Nostrand Avenue.

Bronxville, N. Y.—Martin Graf, Pondfield Road, West, repairing.

Buffalo, N. Y.—The Kensington Automobile Mfg. Co. has been incorporated. Manufacturing automobiles. Capital, $600,000. Incorporators: W. J. Knowles, C. G. Shepard, J. A. Roberts, H. P. Bissell, all of Buffalo.

Camden, N. J.—A bicycle store has been opened in the Fuchs building on Park Avenue.

Cottage City, Mass.—Herbert E. King; reopening.

Dobbs Ferry, N. Y.—George G. Bliss, of New York City, will shortly open an electrical and photographic supply store in the building formerly occupied by the Post Office.

Dobbs Ferry, N. Y.—Morrell & Wagner, Langenberg building.

East Orange, N. J.—The Houghton Automobile Co. has been incorporated. Deal in automobiles. Capital, $250,000. Incorporators: G. S. Houghton, W. C. Houghton, A. E. Knowlton, C. V. Childs, G. W. Harrison, W. J. O'Mara.

Edgartown, Mass.—Leroy M. Tilton, Main street, repairing.

Hudson, Mich.—Ed. Tullis, East Main street.

Jersey City, N. J.—The Foye Hub Motor & Automobile Co. has been incorporated. Manufacture vehicles. Capital, $200,000. Incorporators: A. C. Dieterle, F. W. Dieterle, G. A. Foye, all of Jersey City.

Jordanville, N. Y.—Henry Wainman, repairing.

Little Rock, Ark.—Schinner & Co., 613 Main Street, repairing.

Marbledale, Conn.—J. A. DeVaux, repairing.

Marquette, Mich.—R. L. Francis, Pendill building, repairing.

Marshall, Ill.—L. Kuhlman.

Mineola, N. Y.—James Burch, Main street, near Fourth.

Perry, N. H.—Bentley & Bates, repairing.

Pittsburg, Pa.—Snead & Morrow (J. B. Snead and D. G. Morrow), 714 Penn avenue.

Portland, Me.—The New England Auto-King Vehicle Co. has been incorporated. Manufacturing automobiles. Capital, $1,200,000. Incorporators: T. King, D. King, W. E. Burke, all of Quincy; H. Talman, E. Kanpshoff, both of Newton; W. H. Hastings, of Malden; W. M. Payson, of Boston.

Shelburne Falls, Mass.—Local capital is to start the manufacture of bicycle pedals and Hardware specialties in the old silk mill, under the name of the Bickel Mfg. Co.

Springfield, Mass.—J. J. Collins, 18 Walnut Street, repairing.

Utica, N. Y.—Utica Stove & Repair Co., 55 John Street.

Warren, O.—W. W. Morrison, 31 Market street.

Wilmington, Del.—The Eclipse Mfg. Co. has been incorporated. Manufacturing bicycles. Capital, $500,000. Incorporators: A. B. Stoughton, of Fort Washington; E. T. Kalas, of Morristown; W. J. Jackson, of Germantown, Pa.

Youngtown, O.—National American Co. will open a branch store.

Changes and Improvements.

Hartford, Conn.—The Columbia & Electric Vehicle Co. has transferred to the Electric Vehicle Co. the entire automobile works on the corner of Park and Laurel Streets. The transfer is simply the merging of the business of the Columbia Automobile Co., and the Columbia & Electric Vehicle Co., into the Electric Vehicle Co.

Harrisburg, Pa.—The Kline Cycle Co., Second and Walnut Streets, have purchased business of J. N. McCulloch, 12 North Market Square.

Le Roy, N. Y.—Post & Meacham have dissolved partnership.

New Haven, Conn.—An independent gas plant, the structure alone to cost $5,000, is soon to be erected by the Winchester Repeating Arms Co. It is to be as near fire proof as possible and will be composed principally of brick and iron, the floorings being of sheet iron and the walls of brick. The main part of the building will be 34x94 feet with a wing of 29x32 feet.

Naugatuck, Conn.—Stockton & Goodyear have retired from business.

New London, Conn.—Stadden & Holmes, dissolved; Chas. S. Holmes will continue business.

Racine, Wis.—The reconstruction of the plant of the Wisconsin Wheel Works, which was destroyed by fire June 7 last, is already under way; the officials expect to have it in operation and delivering bicycles on or about August 15th.

South Norwalk, Conn.—H. A. Saunders has discontinued business.

Red Key, Ind.—Williamson Bros. succeed C. W. Watson.

St. Mary's, O.—Jos. H. Kohler is succeeded by the Coaster Cycle Co.

Springfield, Mass.—The business of the Snow Cycle Chain Co., of Syracuse, N. Y., which was recently purchased by Crosby & Dana, proprietors of the Springfield Drop Forging Co., has been removed to this city and consolidated with the forging company.

Recent Embarrassments.

Baltimore, Md.—The Columbus Bicycle & Typewriter Co., at 24 East Gay Street, has been, upon the application of the Saudan Mfg. Co., placed by Judge Badger into the hands of a receiver.

Fort Wayne, Ind.—A. C. Katt; creditor in possession.

Haverhill, Mass.—F. H. Fernald, Washington Street, has made an assignment to Essex S. Abbott.

Milwaukee, Wis.—The Julius Andrae Cycle Co. have failed. Liabilities, $100,000.

New York, N. Y.—The Starr Wheel Co., dealers in bicycles and bicycle sundries, at Lexington Avenue and Twenty-third street, have made an assignment to Thomas L. McConchie without preference.

Staunton, Va.—Humphrey & Co. have assigned.

Recent Fires.

Ballston Spa, N. Y.—R. H. Mott & Bro., damaged by water; insured.

Bennington, Vt.—R. H. Mott & Co., stock damaged by fire.

Cleveland, O.—Fire has inflicted considerable damage on the Cleveland Cycle Fittings Co., 16 to 20 High Street. The conflagration was confined to the second floor, but smoke and water added to the loss, which amounted, including that on the building, to $5,000.

Lowell, Mass.—Duffy & McKenzie.

Lowell, Mass.—A. O. Austin, Paige Street. Loss about $250, not insured.

Lynn, Mass.—Jos. Soucey, Market Street, loss about $500.

New York.—S. M. Marcus, Sixty-third street and Madison avenue.

Ontario, N. Y.—Foley's repair shop, damage slight.

Pittsburg, Pa.—J. B. Kaercher, 439 Wood street, loss $2,000, covered by insurance.

Reno, Nev.—T. A. Massey.

Sandusky, O.—Fire has totally destroyed the Standard Wheel Co.'s plant in this city. Sparks from an adjoining foundry probably caused the fire. The loss is estimated at $100,000.

York City, Pa.—Fire has damaged the building in which J. W. Richley has his bicycle repair shop. Almost a total loss.

Recent Burglaries.

Columbus, O.—Joseph Buff, 218 West Broad street.

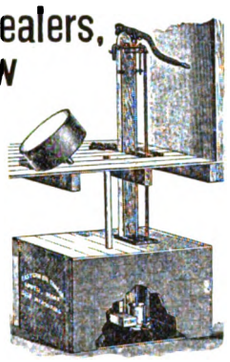
Middletown, N. Y.—Worcester & Crans, James street.

New Haven, Conn.—Setlow Bros., State and Bradley Streets.

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Hardware Dealers, Do You Know



That if you are in need of a Self measuring Oil Tank, you will save big money by purchasing the Best, Simplest and Cheapest,

"The Eastern."

Send for catalogue, containing price and points of merit.

All Outfits Warranted.

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146 Fletcher St., Lowell, Mass.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

PATENTS.

Preliminary Consultation Free.

HENRY J. MILLER,

55 Equitable Building, BOSTON.

SIGNS

ENAMELED STEEL SIGNS for Transfer Wagons, Street Name Plates, etc.

PORCELAIN ENAMELED LETTERS

For Window Signs and House Numbers, Enameled Door and Number Plates for Public Institutions, Offices, Hotels, Boats, etc.

Catalogue and Discount Rate to Dealers.

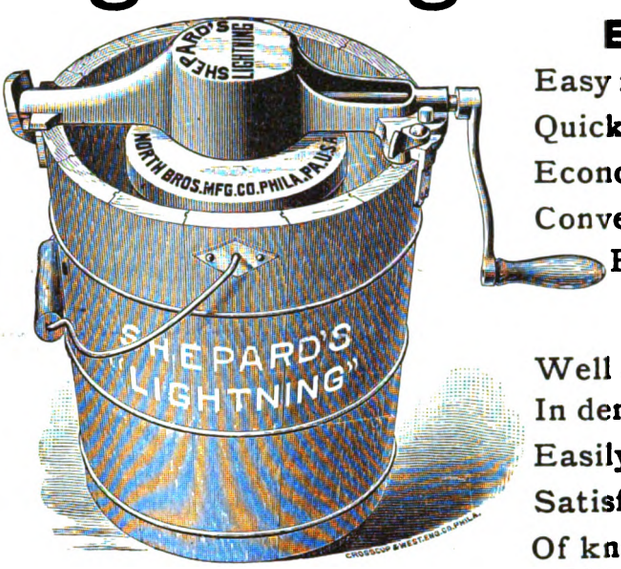
A. V. TAYLOR & CO., Enamelers, CINCINNATI, OHIO.

AMERICAN RAILWAY SUPPLY COMPANY.

BAGGAGE HOTEL & TIME CHECKS METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS.

24 PARK PLACE NEW YORK.

Lightning Freezers



EXCEL in

Easy running.
Quick Freezing.
Economy.
Convenience.
Practical results.

ARE

Well advertised.
In demand.
Easily sold.
Satisfactory in use.
Of known reputation.

SEND FOR 1900 FREEZER BOOK.

NORTH BROS. MFG. CO.,

New York Agents, John H. Graham & Co., 113 Chambers St. PHILADELPHIA, PA.

CLEVELAND GALVANIZING WORKS, - - Cleveland, Ohio.



MANUFACTURERS OF

White Metal Pattern Letters and Figures.

PUMP CHAIN, RUBBER BUCKETS

Lightning Rod Fixtures.

General Galvanizing and Job Machine Work. *. . Established 1886. .*

Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.



The Contractors' Plant Mfg. Co., (Limited,)

....Manufacturers of

STEAM, HORSE and HAND POWER

HOISTING MACHINES,

Steel or Wood Derricks Complete, Derrick Irons and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

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IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

RIVETS and WIRE NAILS.



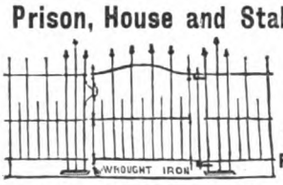
C. C. & E. P. TOWNSEND,
New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

FOREMAN TOOL-MAKER.—A young man (American preferred) as foreman tool-maker in a large Hardware specialty establishment State experience and wages expected. Address BOX 98, care HARDWARE, 275 Broadway, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

HARDWARE SALESMEN.—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address STAPLE, care HARDWARE, 275 Broadway, New York. 97

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

TRAVELING SALESMAN—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York. 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BUILDERS' HARDWARE.—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, 275 Broadway, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, 275 Broadway, New York. 60

GENERAL MANAGER.—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. A1 references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

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Situations Wanted.

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE BUYER OR SALESMAN.—Good office manager Thirteen years' experience as buyer in large house. Energetic worker. Best of references. Habits the best. Address SYNDICATE, care of HARDWARE, 275 Broadway, New York. 72

HARDWARE CLERK.—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

OFFICE ASSISTANT.—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, $6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

POSITION WANTED in any clerical capacity by young married man, 28. Know the metal line in any form from A to Z. Position preferably with a hustling Hardware merchant in some growing town. Have traveled, and know the trade. References A1. Salary not as much of an object as a permanent position. Address ATTENTIVE, care HARDWARE, 275 Broadway, New York. 91

SALESMAN.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, 275 Broadway, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

STORE OR ROAD SALESMAN.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

YOUNG MAN.—An ambitious young man, 21, would like to enter the Hardware trade, with the intention of learning it. Has good office experience. Best references. Six years with one concern. Address WILLING, care HARDWARE, 275 Broadway, New York. 96

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 30 x 70, 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

HARDWARE STORE—Well-selected stock of Hardware, housefurnishing goods and paints, all purchased within three years. No surplus stock in any line. No slow sellers. Goods all well kept, and in first-class condition. Stock will invoice about $4,000. Located within twenty miles of Pittsburgh, in growing manufacturing town. Every dwelling in the town is occupied, and the demand largely exceeds the supply. Business is well established, and will pay from the start; prospects exceedingly good. A first-class opening for the right party. Best of reasons for selling. Address "KNOBS & LOCKS," care HARDWARE, 275 Broadway, New York. 89

Minerals For Sale.

MINERALS.—A fine collection of minerals, secured by the late John G. Witte, and, costing the owner about $2000, can be obtained for $300 if application is made at once. Fine exhibition cases containing the collection may also be had if desired. Address, H. H., care HARDWARE, 275 Broadway, New York. a

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

SALESMEN.—Wanted salesmen calling on the Hardware trade, to sell our line of water-purifying pumps and galvanized-iron tubing. Liberal commission. Address WILLIAMS PUMP CO, Norwalk, Ohio. 93

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

Wanted to Purchase.

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

Agencies Wanted.

ATTENTION, MANUFACTURERS.—For Sweden, Denmark and general export from Hamburg I desire the exclusive control and sale for above markets. Office at Hamburg from the first of January, 1901. Have been calling personally and very successfully on the leading Hardware jobbers in Sweden and Denmark since 1892, three times yearly, for Birmingham, and later for American Hardware merchants. Best references at hand. Thorough knowledge of the Hardware trade. Address H. HELSSEN, 22 Bismarckstrasse, Hamburg, Germany. 90

AS LONDON AGENTS.—Darney & Co., 56 Great Queen St., London, Eng., manufacturers' agents and importers. Seven years established. The introduction of novelties a specialty. 77

EXCLUSIVE BRITISH AGENCY—I am open to take up and push a good specialty. Full particulars to HALL, 42 Old Broad Street, London, Eng. 79

GOUPILLE & CO., merchants, Port Louis, Mauritius. Insurance, ship owners and manufacturers' agents; solicit agencies from Hardware and drysalteries manufacturers. Codes used A B C, A1, Watkins and Scott's Private.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

Manufacturer Wanted.

HAVING recently perfected and secured rights on a new "Can and Bottle Opener," I am desirous of corresponding with a manufacturer to make and market same. Address L. M. ALDEN, Passaic, N. J.

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

Pay-Roll Figuring.

PAY-ROLL FIGURING is easy and sure with the Ellis Wage-Scale Board, which gives instantly wages for any number of hours, from five minutes to two weeks, at any rate. Have boards figured for different ways of paying, viz.: Day, hour, weekly, two-weekly, etc. Price, $2.00, express prepaid. Send for circular, and let us know your wants. Address ELLIS MANUFACTURING CO., Station C, Grand Rapids, Mich.

To Rent.

THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

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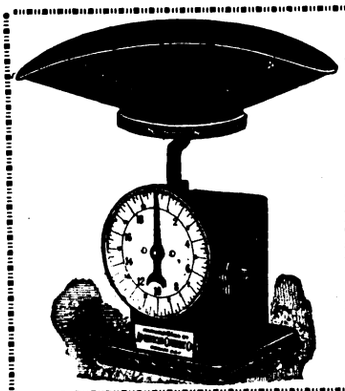
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GET OUR PRICES BEFORE ORDERING.

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YOUNG AMERICA SCALE.



It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

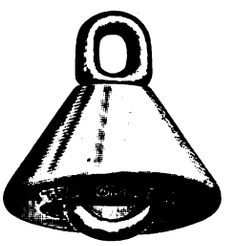
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A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

MANUFACTURED BY
AMERICAN CUTLERY CO., Chicago, Ill.

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For all Pump and Hardware dealers, especially Jobbers.



The
TORRENT RUBBER BUCKET.

POINTS OF SUPERIORITY:

SHORT LINK.
ENTERS TUBING SQUARELY.
WILL NOT CUT RUBBER.
GREAT FLEXIBILITY.
BEST MATERIAL FOR THE PURPOSE.
THE ONLY TRUE EXPANSION.
WILL ALWAYS HOLD ITS SHAPE.

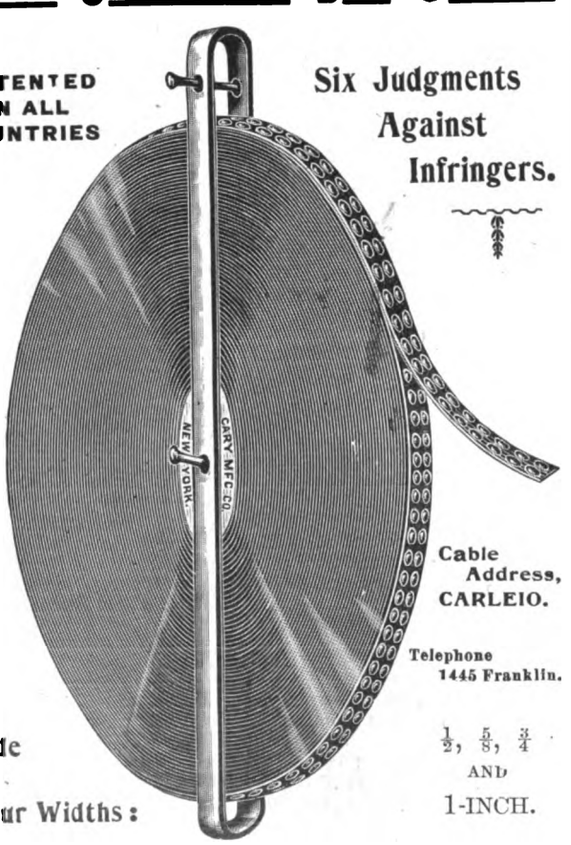
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CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: 1/2, 5/8, 3/4 AND 1-INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

ALL THE NEWS. HARDWARE HARDWARE EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

... PUBLISHED BY ...

THE HARDWARE PUBLISHING CO.,

275 Broadway, New York.

PRICE $1.00 PER YEAR FOR 24 ISSUES.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's ..... } 50%
Ship Carpenters " ..... }
Railroad " ..... }

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy....50c
Musket, Waterproof, 1-10's 60c
G. D.....85c

CARTRIDGES—

Rim Fire Cartridges 50%
Rim Fire Military..... .....15%
Cent. Fire, Pistol and Rifle.....25&5%
Cent. Fire, Military and Sporting..... .....15&5%
Blank Cartridges, 22 cal..... ....10&5%
Blank Cartridges, 32 cal..... .. 10&5%
Primed Shells and Bullets .....15&5%
B. B. Caps, Round Ball ..... 25&10%
B. B. Caps, Con. Ball, Swgd .....net

PRIMERS—

Berdan Primers 5%
B. L. Caps (for Sturtevant Shells).....5%
All other Primers... .....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge....25%
First quality, 14, 16 and 20 gauge, $7.50..... 20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓&5%
Primrose Club..... ....15%
Nitro 15%
High Ball.....15%
Smokeless .....33⅓&10%
Acme .....33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—

"New Club," Black Powder.....40&5%
"New Rival," Black Powder ....40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder....40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up.....$ .60 }
B. E., 9 & 10..... .70 }
B. E., 8..... .80 }
B. E., 7..... .80 } 20%
P. E., 11 up..... 1.00 }
P. E., 9 & 10..... 1.25 }
P. E., 8..... 1.50 }
P. E., 7..... 1.50 }

SHOT—

Tatham Bros., List June 11, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags $1.40
Drop Shot, sizes smaller than B, 5-lb bags ..... .35
Drop Shot, B and larger sizes, 25-lb bags 1.65
Drop Shot, B and larger sizes, 5 lb bags ..... .40
Buck Shot, 25-lb bags 1.65
Buck Shot, 5 lb bags ..... .40
Chilled Shot, 25-lb bags 1.65
Chilled Shot, 5-lb bags ..... .40
Dust Shot, 25-lb bags..... 2.10
Dust Shot, 5-lb bags..... .50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb ..... Each .75
Orange Duckling, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb ..... .25
F, FF, FFF, in canisters of ½ lb ..... .15
F, FF, FFF, in canisters of ¼ lb..... .12

KEG POWDER—

Orange Duckling, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb.. 5.00
Nos. 1 and 2, in ½ kegs of 12½ lb 2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb.. 4.00
F, FF, FFF, in ½ kegs of 12½ lb 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb 1.25
Meal Powder, In kegs of 25 lb 4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb..... 2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb ....
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb.....
Fourth of July Powder, In kegs of 25 lb.....
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each. Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb ..... $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb..... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb .... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb..... 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb 1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb 1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb 2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb 1.50
Mealed Powder, in kegs, 25 lb.. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb..... 1 50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Shotgun Powder:
Kegs, equal in bulk to 25 lb Black Powder 22.00
Half kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder 1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder..... 1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder..... 1.00
Du Pont U. S. 80 Calibre Smokeless Rifle Powder, per lb 1.25
Discounts on application.

Animal Pokes—

Iowa Farming Tool Co.: ℔ doz.
Hawkeye $3.25
Western 3.75

Anti-Rattlers—

Fernald, Wire. .....50&10%
Burton's ....50&10%
Gem 60%
Steel Drive..... 40%
Kohler's: ℔ gro.
Invisible, No. 3 .. .. $6.00
Perfect, No. 2..... 7.00
Bolt Holder, No. 1..... 9.00

Anvils—

American "Horse-Shoe" 9¾c
Armitage's Mouse Hole.....9¼c
Cincinnati ....25&10%
Eagle Anvils, ℔ lb 9c..... .15@15&5%
Hay Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson .....40&10%
Trenton .....,.....6c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise..... .40%
Holt's.....40@40&10%
Millers Falls (with drill), $18.00.....15%

Augers and Bits—

Boring Machine.....60@60&10%
Com. Auger Bits .....60@60&10%
Cooks:
Augers..... ...50@50&10%
Augers, Millwrights.....45%
Auger Bits .....50@50&10&5%
Car Bits 45%
Forstner Pat. Bits ... .25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30....50%
Nobles Double Spur, No. 32...50&10%
No. 10 Extension Lip 40%
No. 10 Extension Lip Car Bit.....40%
Car Bits, No. 10.....40%
Car Bits, No. 30 ....50%
Ring Augers.....70%
Jennings' Pattern.....50&10%
Job T. Pugh's, Black 20%
Job T. Pugh's, Jennings Pat.....35%
Snell's Ship Auger Pattern Car Bits..... .....30&10%
Swan's:
Jenning's Pattern Auger Bits 60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass' .....25&10%
Ives.....25&10%
Millers Falls, Goodell..... 15&7½%
Swan's.....10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&%
Clark's small, $18... .....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60 .....50%
Swan's.....50&10%

DOUBLE CUT GIMLET BITS—

Common .....40&10@50%
Mayhew's Diamond ℔ doz. $1.25....40%
Swan's..... .....40%
C. E. Jennings & Co 45%
Ladds.....60&10%
Mayhew's..... .....40&10%
Snell's ....40&10%
Snell's Bell Hangers 50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10% for metal, 60%
Cleveland Wood Bits for Brace..50&10%
Detroit.....60%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood .....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland .....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process .....60&10%
Standard .....60&10%
Standard Oil Tube Drills..... ....15%
Syracuse .....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling. 10%

SHIP AUGERS AND BITS—

L'Hommedieu's .....15@15&10%
Snell's..... .....3 &10%
Watrous'..... .....33⅓&

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad..... .....40&10%
Handled Scratch .....40&10%
Patent Peg..... .....50%
Sewing, Com.....88c@$1.00
Shouldered Peg 50%
Shouldered Brad 50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level:
Handled Brad ....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10..... .....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles .....33⅓&%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50@7.00
First quality, other brands....6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's, Underhill's or Blood's...40&10%
Peck's:
Champion Blade..... .....45%
Empire Brand..... .... .. 50&10%
Fayette R. Plumb:
Broad, New List .....33⅓&2½%
Lathing.....33⅓&5%
Shingling .....33⅓&5%
Warehouse.....33⅓&5%
Vulcan Tool Co . .....40&5%
D. Simmons & Co.:
Broad ... . } 50&5%
Shingling and Claw..... }
Lath, Hunters', etc..... }
M. C. Ogden's:
Broad 40%
Shingling, Claw, etc.....50%
Handled.....40&10%
Boys.....50%

Axle Grease—

Dixons' "Everlasting":
1-lb box..... 15
2-lb box.....25
10-lb pail.....$1.20
25-lb keg..... 2.75
50 lb keg..... .. .. 5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C 50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Pullman's ..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass..... .....60&10%
Light Brass .....65&10%
Eastlake.....60&10%
Pure Bell Metal.....55%
Globe (Cone's Patent).....35%
Silver Chime..... .....35%
White Metal.....65&5%

DOOR—

Trip, Gem 40%
Alarm, Abbe's.....40%
Alarm, Yankee.. . .....50%
Gong, Abbe's 40%
Gong, Yankee.....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure.....45@50%

COW—

Common Wrought 70%
Kentucky.....70@70&10%
Kentucky, Sargent's List..... .....70%
Texas Star..... ..... 50%
Western, Sargent's List 70%

Bellows—

Blacksmiths'.....60@10&5%
Hand.....25&10%
Moulders'..... .....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" ... .50%
"Imperial," seamless, stitched....40%
Cleveland Rubber Co.:
Buckeye..... .....60&10%
Shield High Grade .....50&10%
War. 2 XL 40%

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell s Nos. 1 and 2, $3.00; No. 3, $3.00 ℔ doz.....25%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to lb.....8½c
Standard, 500 ft. to lb.....8½c
Manila, 600 ft. to lb.....11½c
Pure Manila, 650 ft. to lb.....12½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3.00.....33⅓%
Excelsior..℔ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Forhan's Improved Star Tenon ℔ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ℔ gr....$15.00
Merriman's Iron Lever ℔ gr.....9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Washburne's Plate ℔ gr.....9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's.....60&10@70%
Hartz' Steel.....50@50&10%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....66⅔@66⅔&15%
Wrought Square.....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50@50&15%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....70@70&10%
Machine.....70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
Sleigh Shoe.....50&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....50&10%
R. B. & W. Plow.....50%
Stove, List Dec. 28, '99.....60%

MISCELLANEOUS—

Sink.....62½%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Bung.

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....25%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25&30%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'.....$2.75		$3.38
Jennings'.....	3.00	3.75
Millers Falls.....		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.).....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent.....75%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%
Window Screen Corner.....60&10%
Reading, Plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's.....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10@50%
Wrought Brass, list Sept. '96.....25&10%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—

List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc..... 66⅔@70&5%

Callpers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....55%

Can Openers—

American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ℔ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ doz., $3.00.....50%

Cards—

Cotton.....2%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior,"...℔ doz., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ doz.....80c
Socket.....℔ doz., $1.75@$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co.:		℔ doz.
American Queen	Cyco-Bearing	$27.00
Crystal		36.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00

Lots of 5 dozen, $1.00 per doz. less.

Goshen Sweeper Co.:	New Prices ℔ doz.
Goshen Junior	$9.00
Eureka	12.50
Champion	17.00
Our Leader	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan	14.00
Banner, Broom Action, Japan	20.00
Banner, Broom-Action, Nickel	22.00
Reliable, Broom-Action, Japan	20.00
Reliable, Broom-Action, Nickel	22.00
Rapid, Broom Action, Japan	20.00
Rapid, Broom-Action, Nickel	22.00
Select, Broom Action, Japan	20.00
Select, Broom-Action, Nickel	22.00
Easy, Cam Action, Japan	20.00
Easy, Cam Action, Nickel	22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....66⅔%
Sargent s.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50@50&5%
American Proof Coil, 1000-lb lots.

Inch.	Per lb.
3-16	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ℔ 100 lbs.

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain..... 35%
Galvanized Pump Chain.....5½@6c
German Coil, list July 24, '97.60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—

American.....85@40%
Niagara.....45@50%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....85%
Sisal.....20%

Chain Guards—

Aluminum S. & N. Co.....50%

Chain Hoists—

Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby..... 70%
C. E. Jennings & Co, No. 70.....20%
Jennings & Griffin Mfg. Co.....70%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5.00 to £
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ℔ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Patent, each, $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each, $7.00.....25%
Syracuse, Balz Patent.....30%
Skinner's Patent Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%
Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.50@50&10%
Carriage Makers', Stearns'..50@50&10%
Carriage Makers', P. S. & W. Co.40&10
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

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Cleaners, Sidewalk— ℔ doz

Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago ..... Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ℔ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—

Norway Axle ..... 60&10&10%
Norway Spring Bar Clips ..... 60&10&10%
Superior Axle Clips ..... 60&10&10%

Coffee Mills—

Box and Side ..... 50&50&10%
Enterprise Mfg. Co ..... 25@30
Logan & Strobridge Co ..... net prices
National Specialty Mfg. Co 30%
The Swift, Lane Bros. Co 30%
Waddel's New Box Mills 10%
Ideal Brand, New List ..... 60@60&10%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses ..... 50&5%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension. 40%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%
Starrett's Fay's Patent Spring Calipers and Div ..... 25&10%
Wright's 33⅓%

Coopers' Tools—

Bradley's 20%
Barton's ..... 20@20&5%
Beatty's 33⅓%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co. ..... 25&10@30&10%
Shaves, Cincinnati Tool Co. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co 33⅓%
Howe Bros. & Hulbert 40%
Humason & Beckley Mfg. Co. 40&10%
Samson ..... ℔ doz $10.00
Williamson's 40%

Corn Hooks— ℔ doz

Kretsinger Cut-Easy ..... $3.00 net

Corn Knives and Cutters—

Bradley's ..... net
Wadsworth's ..... net

Countersinks—

Mayhew's Diamond 40%
Smith's 25%
Snell's 50%
Wheeler's Patent ..... 50&10%

Crayons—

Sargent's List 20%
Dixons: ℔ gro.
Eclipse $3.75
Emerald 5.00
Oriole 5.00
Rainbow 2.81
Solid 7.50

Curry Combs—

Fitch's List, Nov. 20, '96 ..... 25&10%
Kohler's ..... 30@35%
New York Stamping Co. List, Sept. 17, '97 ..... 40%
Perfect 40%
Rubber, ℔ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cycle Hangers—

Lane's ..... 33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) ..... 40&10%
Pope & Stevens:
Brass 40%
Embossed ..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 50&10%
Home ..... 45&10@45&10&10%
Norton's 50%
Toler's 40%

Door Springs—

Champion (Coil) 50%
Gem (Coil), list Oct. '95 ..... 20%
Rubber, complete, ℔ doz. $5.50 ..... 45@50%
Star (Coil), list Oct. '95 ..... 20&10%
Torrey's Rod, 39 in., ℔ gro. $15.00
Torrey's Rod, 43 in., ℔ gro. 42.00
Victor, Coil ..... 50&10%

Drawer Pulls—

Sargent's List 60%

Drawing Knives—

Adjustable Handle ..... 25@25&10%
Bradley's 35%
Douglass ..... 70&10%
Jennings & Griffin 66⅔%
Mix ..... 70&10%
Ohio Tool Co ..... 70&10%
P. S. & W ..... 70&10%
Witherby ..... 70&10%
Watrous ..... 30&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools 50%
Bench, Manneers 66⅔%
Blacksmiths' 60%
Breast, Bartholomew's ..... 25&10%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00. 15&10%
Clamp 20%
Ratchet, Billings' Double Acting 33⅓%
Ratchet, Ingersoll's 25%
Ratchet, Merrill's ..... 20@20&5%
Ratchet, Moore's Triple Act ..... 25@30%
Ratchet, Fletcher's 40%
Ratchet, Whitney's 50%
Ratchet, Weston's ..... 20@25%
Stearns' Bench 30%
Upright, B. & P 50%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10 00; Adjustable No. 10, $12.00 ..... 33⅓%
Wilson's Drill Stocks 10%

TWIST DRILLS—

See Augers and Bits.

BLACKSMITHS'

Coe's 60%
Prentice 60%

Drug Mills—

National Specialty Mfg. Co 30%

Dust Beaters— ℔ doz.

Planet Mfg. Co., No. 1 ..... $3.00
Planet Mfg. Co., No. 2 ..... 4.00
Planet Mfg. Co., No. 3 ..... 5.00

Easy Lawn Swings— ℔ doz.

Ulrich Mfg. Co $85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ℔ doz. 75 cts., ℔ gro. $7.50
Extra Family Size ..... ℔ doz. 2.00
Keystone 33⅓%
Spiral ..... ℔ gro. $4.25@$4.50
Standard Co.: ℔ gro.
Dover, No. 5 ..... $5.50
Dover, No. 10 ..... 7.00
Dover, Steel Handle, No. 10 ..... 7.00
Dover, Extra Heavy, No. 15 ..... 12.00
Rival 9.00

Emery—

Genuine Turkish Walpole Mills, No. 6 to 46, ℔ lb 10c
No. 54 to 150, ℔ lb ..... 10c } 20%
Flour, ℔ lb 8c

Enameline— ℔ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ℔ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.10 net
Woetenholm's ..... $3.25..10%

Faucets—

Brass Globe Cocks ..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs ..... 50&10@60%
Red Cedar ..... 40@40&10%
Red Cedar, bbl. lots 50%
Frary's Pat. Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "Buckeye," Metal Key 40%
John Sommer's "Rochester," Metal Key 50%
John Sommer's "Rival," Metal Key. 50%
John Sommer's "Crescent," Metal Key ..... 50&10%
John Sommer's "Diamond," Lock 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "Common," Cork Lined 70%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50&10%
Star ..... 60@60&5%

SELF MEASURING—

Enterprise ℔ doz. $36.00 ..... 40%
Lane's ℔ doz. $36.00 ..... 40&5@40&10%
National Specialty Mfg. Co 33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 70&10%
Arcade 70%
Derby ..... 75&10%
Disston's 70%
Disston's Superfine ..... 25@30%
Eagle 70%
Economy ..... 75&10%
Great Western ..... 70&10%
Kearney & Foot ..... 70&10%
Nicholson 70%
Nicholson's X. F. Files ..... 30@25&10%
Royal 75
Second Quality Files ..... 80&10%
Tiger 75%
Victor ..... 75&10%

IMPORTED—

Stubs ..... Stubs' list, 80@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list ..... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... 25&10%

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks ..... 40&5%
Ballast or Stone Forks ..... 40&5%
Beet Forks ..... 40&5%
Coal Forks ..... 40&5%
Coke and Cotton Seed Forks ..... 40&5%
Hay Forks, Four Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Four Tine ..... 60&30%
Manure Forks, Four Tine 75%
Manure Forks, Five and Six Tine 70%
Grain or Barley Forks ..... 70&10&2½%
Heavy Mill, Manure or Street Forks. 75%
Oyster Forks ..... 40&5%
Potato Digging Forks 65%
Potato Scoop Forks 50%
Shaving Forks ..... 40&5%
Sluice Forks ..... 40&5%
Socket Hay Forks, Four Tine. 66⅔&5%
Socket Manure Forks, Four Tine. 70%
Socket Spading Forks, Four Tine. 70&5&5&2½%
Spading Forks ..... 70&5%
Stone Picking Forks 65%
Tanner's Forks ..... 40&5%
Hay Forks, Three Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Three Tine ..... 67½&2½%
Hay Forks, Two Tine, Standard Size 65%

Fruit, Wine and Jelly Presses.

Enterprise ..... 25@30%

Fry Pans—

Acme Fry Pans ..... 70@70&5%
Burnished, regular goods ..... 75@75&10%
Standard List ..... 70&10@75%

No.	0	1	2	3	4
℔ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
℔ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ℔ 1000 ft. $4.50 ..... 25%
Common Cotton Fuse, ℔ 1000 ft. $4.75 ..... 25%
Single Taped Fuse, ℔ 1000 ft. $8.00. 25%
Double Taped Fuse, ℔ 1000 ft. $10.00 25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc. 55&10@55&10&10%
Stanley's ..... 60&10%
Stanley's Chisel ..... 30&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Copeland Champion Bit, ℔ doz. $2.00 net
Stubs' Wire and Drill 20%
Wire, Morse's 25%
Wire, P. S. & W., low list ..... 10 & 10%
Wire, Wheeler, Madden & Co 10%

Gimlets—

"Diamond" Gimlets, ℔ gr. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue ..... 25&25&10%
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots—

Tinned ..... 30&10@40%

Graters—

Champion Nutmeg ..... ℔ doz. $9.00
Edgar's Nutmeg ..... ℔ gro. $10.50..10%
Enterprise ..... 25@30%
Rotary Nutmeg ..... ℔ gro. $9.00

Griddles—

Cronk's 70%

Grindstone Fixtures—

P., S. & W. Co ..... 50&10%
Russell & Erwin ..... 70&10%
Sargent's Patent ..... 70&10%
Stowell ..... 55&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ℔ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co ..... 50&10%
Henry Cheney Hammer Co.:
Handled Claw ..... 40&10%
Machinists' ..... 50&10%
Humason & Beckley ..... 40&10%
Dunlap's Patent 25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40%
H. & B., Tack ..... 50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail. 33⅓&5%
Engineers and B. S. Hand. .. 50&10%
Y. & P., A. E. Nail ..... 33⅓&5%
Other Brands ..... 40&5%
Sargent's New List ..... 40@40&10%
Ulrich's Handy ..... ℔ doz. $3.00
Verree ..... 50&10%
Warner & Noble's New List 25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... ℔ lb 40c } 75@75&10%
3 to 5 lb ..... ℔ lb 36c }
Over 5 lb ..... ℔ lb 30c ..... 75&10%
Heavy Weights ..... 75&10%
Wilkinson's Smiths ..... 9½c@10c ℔ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute 35%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ℔ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's ..... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb 80c.70%

Nos.	0	1	2	3	4
℔ doz.	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%
Drawer Handles 60%
Ring Handles 70%
Roggin's Latches ..... 35@35&10%
Shelf Box Handles 65%
Trunk Handles 60%
Tub Handles ..... 60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock 50%
Bronzed ..... 50@50&10%
Japanned, with Nuts ..... 45&10%
Japanned, with Plate ..... 45&10%
Japanned, without Plate ..... 45&10%

DOOR PULL—
Bar ..... 60@60&10%
Barn Door ..... 50&10%
Chest and Lifting ..... 60@60&10%
Drawer Pulls ..... 50&10@60%
Plain B. M. ..... 60@60&10%
Push Plates, Sargent's List. 60@60&10%
Sash Pull Plates ..... 70&10%
Sash Pulls ..... 60&10&10%
Window Pulls 66⅔%

WOOD—
Auger, assorted ..... ₱ gr. $2.25@2.50
Auger, large ..... ₱ gr. 3.00@3.25
Auger, Douglass' Pat., ₱ set, No. 1. $1.0 ; No. 2, $1.40. 60&10%
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Auger, Swan's Pat., ₱ set, No. 3. $1.00; No. 4, $1.25 ..... 25&10%
Brad Awl ..... ₱ gr. $1.75@$2 00
Chisel, Worcester, Leather Cap'd .. 1 50
Disston's Crosscut 50%
File, assorted ..... ₱ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.50
Firmer Chisel, Apple, large, ₱ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr. $2.50@2.75
Firmer Chisel, Socket, ass'd, ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork .. 60&10@90&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 60@6J&10%

CROSS-CUT SAW HANDLES—
Atkins 40%
Champion ..... 45@45&10%

Hangers—
American Trackless ..... 33⅓&20%
Barn Door, old pattern .. .. 60&10%
Barn Door, New England ..... 66⅔@70%
Barry, $6.00 ..... 50&10%
Best Anti-Friction ..... 60&10%
Challenge Barn Door 50%
Cronk's Roller Bearing, No. 0, $15 00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel, cov'd, Loose Axle 60%
Coburn 40%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lane's Barn Door:
Barn Door, Standard 60%
Covered ..... 50&10@50&10&5%
Special 60%
No. 50 ..... 50&10@60&5%
New Model, Tinned ..... 30&10@40%
Parlor:
Standard ..... ₱ set, net, $3.50@$3.60
Ball Bearing .. " " 4.50@ ——
New Model .. " " 3.00@ ——
New Champion " " 2.40@ 2.50
Manhattan 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00, ₱ dozen pairs ..... 60&10%
Richards' Single Track, Steel .... 40&10%
Richards' Anti-Friction 50%
Stearns:
Single Track, No. 5 ..... 30&20%
Gem 60%
Royal 60%
Challenge 60%
Warner, 1 and 2 ..... 40%
Stowell Mfg. Co.'s Barn Door:
Badger ..... 60&10%
Climax ..... 55&5%
Interstate 60%
Magic 50%
Matchless, Covered ..... 50&10%
Nansen, Roller Bearing ..... 50&10%
Parlor Door 50%
Wild West ..... 50&5%
Zenith, for Wood Track .... 55&5%
Baggage Car Door 33⅓%
Elevator 40%
Railroad ..... 55&5%
Street Car Door ..... 50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00. 60&10&2½%
Warner's Patent ..... 20&10&10%
Wilcox 40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1.10 ₱ doz. 40&10%
Wrought ..... 80&10@85%
Wrought, Stanley 80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley ..... 60&10%

Hay Racks—
Baxter' Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point .50%
Auburn Straw 40%
Lightning, from jobbers ..... 60&5%
Wadsworth's 40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate 70%
Rolled Raised 70%
Plate Hinges, "Providence," 6 to 12 in., ₱ lb, 5c., 14 to 36 in., ₱ lb, 4c.
Screw Hook and Strap, 6 to 12 in.. ₱ lb. 3½@3¾c.
Screw Hook and Strap, 14 to 20 in.. ₱ lb. 3¼@3½c.
Screw Hook and Strap, 22 to 36 in., ₱ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges .. 66⅔@66⅔&10&10%
Heavy Strap Hinges ..... 70@70&10&10%
Light T Hinges ..... 50&10@60&10%
Heavy T Hinges 60&10@60&10&10&10%
Extra Heavy T Hinges ..... 66⅔@70&10%
Long Chest Hinges ..... 45@50&10%
Hinge Hasps ..... 4@50&10%
Crate Hasps ..... 45@50&10%
Crate Hinges ..... 66⅔@70&10%

SPRING HINGES—
Bommer's 33⅓%
Bardsley's Patent Checking 15%
Chicago 25%
Champion 60%
Keil's American 30%
Matchless, Double Acting Pivot 25%
New Idea, No. 1 ..... ₱ gr. $7.50
New Idea, No. 2 ..... ₱ gr. 18.00
Rex ..... ₱ gr. 18.00
Royal, Japanned 66⅔%
Rubber 66⅔%
Sargent's List, 1894:
Bronze Metal ..... 70&10&10%
Japanned Surface, Single ..... 70&10%
Japanned Surface, Double ..... 60&10%
Mortise ..... 70&10%
Model ..... 70@70&10&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double ..... 60&10%
Vigilant 60%
Stearns 75%
Union Spring Hinge Co.'s List, March, 1894 ..... 20%
Union Mfg. Co. 25%
Van Wagoner & Williams Hdw. Co.:
Acorn ..... ₱ gr. $12 50
Acme 20%
Acme, Brass 20%
American 20%
Clover Leaf ..... ₱ gr. $12.50
Columbia, No. 14 ..... ₱ gr. 9.00
Columbia, No. 18 ..... ₱ gr. 25.00
Crown 20%
Gem 2%
Knoxall ..... ₱ gr. $9.00
Oxford 25%
Wiles', No. 1, ₱ gr., $16.00; No. 2, $18.00

GATE HINGES—
Automatic ..... ₱ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3. ..... 50&10@60&10%
N. E., ₱ doz. $7.80 ..... 60%
N. E., Reversible, ₱ doz. $5.60 ..... 60%
N. Y. State, ₱ doz. $4.90 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ₱ doz. $4.20 ..... 60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Huffer ..... 55@60%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Champion Gravity Locking, No. 75 ..... 70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5 ..... 70&5%
Double Locking, Nos. 20 and 25 ..... 70%
Empire, Nos. 101 and 103 ..... 70%
Niagara Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Noiseless, Nos. 50, 60, 65 and 55 .. 80%
O. S., Lull & Porter ..... 80&10%
Pioneer, Nos. 030, 45 and 5½ 70%
Steamboat Gravity Locking, No. 10 ..... 70&10&5%
Stenger's Positive Locking 70%
W. H. Co.'s No. 2 Mortise Gravity .. 60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ₱ doz. sets
Stanley's Rolled ..... 20&10%
Stanley's Rolled Center 30%

Hitching Cords—
Covert Mfg. Co 45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes 65%
Cotton Hoes ..... 70&10&10&5&2%
Cotton Chopper Hoes ..... 75&10&7½%
Garden Hoes ..... 75&2%
Harper's No. 7 Mortar Hoes 65%
Jersey Hoes 65%
Kretzinger, Cut-Ezy ..... 75&5%
Ladies' Cotton Hoes ..... 75&10&7½%
Laid Steel Edge Hoes ..... 25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes .. ... 75&7½&2%
Planter Hoes, Regular Pattern ... 70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes ..... 75&10&2%
Special Mortar Hoes ..... 40&10&2½%
Sunhem Meadow Hoes ..... 75&5&2½%
Tobacco Hoes ..... 75&20%
Toy Ladies' and Boys' Hoes .70&10&10%
Truck Hoes ..... 50&10&2%
Warren Hoes 60%
Weeding Hoes and Rakes 75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Pearl, Agate ..... 40&10%
Peerless Enameled Ware 70%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 40&10%
White-Ware ..... 33⅓&10%

STOVE HOLLOW WARE—
Ground ..... 60&10&10%
Unground ..... 70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans ..... 45@50%
Maslin Kettles ..... 70@70&10%
Tinned Boilers and Saucepans ... 45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co. ..... 40&5%
William Rogers Mfg. Co. ..... 40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds 70%
Manure 70%
Iowa F. T. Co.'s Clam ..... 60&10&2½%

BUSH—
Jennings & Griffin's ..... 33⅓&5%

CORN—
Kretzinger Cut-Ezy ..... ₱ doz. $3 net

CAST IRON—
Bird Cage, Sargent's list ..... 60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 50&10%
Chandelier 70%
Clothes Line, Sargent's list ..... 50&10%
Coat and Hat, Sargent's list ..... 50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Wardrobe ..... 5?%

WROUGHT IRON AND STEEL—
Cotton ..... ₱ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works) ..... 2?%
Hammock Hooks, E. C. Stearns, ₱ doz 50c
Picture, T. & S. Mfg. Co. 75%
Tassel, T. & S. Mfg. Co. ..... 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley ..... 80&10%

WIRE—
Atlas Coat and Hat 45%
Belt 80%
Crescent, Coat and Hat 60%
Wire Coat and Hat, Acme 60%
Wire Coat and Hat, Gem 66⅔%
Wire Ceiling, Gem 66⅔%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass ... No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass ..... 70&10%
Hooks and Eyes—Mal. Iron .. 70@70&10%
Cotton, Box and Hay ..... 60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&10%
American, all sizes						10½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	18c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c ..	10&5%
Champlain ...	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin .	19c	17c	16c	15c	14c ..	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c ..	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—
Horse and Mule, per keg $3.75
Burden's, all sizes 3.70
Bryden, Phœnix, Perkins, &c. 3.75
Diamond State, Shoenberger, Crescent, &c. ..... $3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Hose, Rubber—
Boston Belting Co.:
"Boston" 50%
Competition 70%
Extra 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick ..... ₱ gr. $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel ..... ₱ doz. $12.00 } 33⅓%
Ice Crusher, No. 3 .. ₱ doz. 8.00 } 33⅓%
Ice Crusher, No. 2 .. ₱ doz. 6.00 } 33⅓%
Ice Crusher, No. 1 .. ₱ doz. 20.00 } 33⅓%
Ice Tools ..... ₱ doz. 4.00 } 33⅓%
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₱ doz. $6.00 .. 25@30%
No. 34. ₱ doz. 15.00 .. 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Ames':
Bread Knives, ₱ doz $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives .. 25%
Foster Bros.' Butcher, &c 30%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base 10%
Base, Rubber Tip, 2½ in. Bead, ₱ gr. $1.50
Carriage, Jap ..... ₱ gr. 80c .. 60%
Door Mineral, R. & E. list .. 45&10%
Door Por. Jap'd, " " .. 45&10%
Door Por. Nickel, " " .. 45&10%
Picture, Judd's ..... 50&10%
Picture, Sargent's ..... 60&10%
Yale & Towne Wood ..... net

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Latches—
Cronk's Sliding Door....60@60&10%
Lane's Barn Door....40@40&10%

Lawn Mowers—
Champion....75&10%
Clipper Improved....50&10&10&5%
Continental....60&10%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T....70&10%
Style A. (all steel)....60&10%
Style E., Low Wheel....60&10%
Style E., High Wheel....70&10%
Drexel, low list....50%
Gold Coins, low list....50%
Great American....70&10%
Imperial....80&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel....75%
New Easy....60&10@60&10&10%
New York....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6 50 each net
Pennsylvania....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit....70&10%
Standard....60&5%
Sunbeam....60&10%

Lawn Sprinklers—
Enterprise....25@30%
Gibbs' Arc....₩ doz. $10.00
Gibbs' Hustler....₩ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle....45%

Lead Pipe, Etc. ₩ lb
Lead Pipe, full lengths....6c
Lead Pipe, cut lengths....6½c
Lead Pipe, Tin Lined....12½c
Block Tin Pipe....37½c
Sheet Lead, full rolls....7c
Sheet Lead, cut rolls....8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40....20%
Dean's, Nos. 1, ₩ doz. $3.50; 2, $3.85; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star....₩ doz. $1.90@2.00
Little Giant....50@50&5%
Porc. Lined, Iron....$3.25@$3.50
Porc. Lined, Wood....₩ doz. $6.00
30&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate....50@50&10%
Name Plate....70%
Number Door Plate....60@60&10%
Sargent's....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon....2[illegible]&10%
Iron Bench, new design....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet....60&10%
Cotton Trot....33⅓%
Masons':
Colored Cotton....40&10%
Flax....40&10%
No. 0 to 5....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50....20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co....net prices
Champion Night Latches....40%
Moore's Elevator Door....40%
Norwalk Lock Co....40%
Plate....33⅓%
R & E. Mfg. Co....45&10%
Reading Hardware Co....40%
Sargent & Co....40%
Yale....net prices
CABINET—
Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00....40%
Ames Sword Co....40%
Brown's Brass....25%
Brown's Chain....25%
Champion....40%
Eagle....40%
Scandinavian....90&25%
McWilliams....25%
Smith & Egge Bicycle....50%
Wrought Iron....75&10%
Yale Lock Co....net prices
TRUNK—
Corbin's....25%
Eagle....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory....50@50&10%
Lignumvitæ....50@50&10%

Mattocks—
Cronk's Garden....33⅓%
Regular Goods....60&10%

Meat Cutters—
American....30%
Nos. 1 2 3 4 B 5
Each $5 $7 $10 $25 $50 $60
Dixon's....₩ doz. 33⅓%
Nos 1 2 3 4
$14 $17 $19 $30
Enterprise....25@25&7½%
Nos. 5 10 12 20 22 32
Each $2 $3 $2.50 $5 $4 $6
Hales Pattern, ₩ doz....70@70&5%
Nos. 11 12 13
$27 $33 $45
Home No. 1, ₩ doz. $25....60%
Little Giant....50&10%
Nos. 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ₩ doz....45@45&10%
Nos. 1 2 3
$22 $30 $40
Woodruff's, ₩ doz....33⅓%
Nos. 100 150
$15 $18
Beef Shavers (Enterprise)....25@30%
Chadborn's Smoked Beef Cutter....
₩ doz. $30.00

Meat Juice Extractors—
Enterprise....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Magnolia, Anti-Friction....25c
No Name....15c
Mystic....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent....₩ doz. $4.00, 40%
P. S. & W....85&10@40%
Reading....50&10%
Sargent's....60@60&10%
Warner's....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899....50@50&5%
PICTURE—
Brass Head, Combination list....70%
Brass Head, Sargent's list....70@70&5%
Niles' Patent....40%
Porcelain Head, Comb'n list....40%
Porcelain Head, Sargent's list....50%
FURNITURE—
Antique Bronze....10%
China....25%
Fire Gilt....10%
Plain....40%

Nail Pullers—
Black Hawk, ₩ doz....$9.00
Cyclops....35%
Eclipse....₩ doz. 18 00, 25&10&10%
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning....₩ doz. $18.00, 20%
National....₩ doz. 24.00, 10%
Pelican....₩ doz. $9.00, 40@40&10%
Scranton, No. 2....₩ doz. $10.00
Scranton, No. 3....₩ doz. 9.00

Nail Sets
Buck Bros....27½%
Cannon's Diam'd Point, ₩ gro. $12, 25%
Humason's....50&10%
₩ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon....$4.75
Corrugated....6.50
Knurled....9.00

Nippers—
Acme....50%
Smith's Cutting....50%
Todd's Cutting....50%

Nut Crackers— ₩ gro.
Acme, Japanned....$30.00..40%
Acme, Nickel Plated....30.00..20%
Turner & Seymour Mfg. Co....50%

Nuts—
Off list.
Hot pressed, square, blank....$5.20
Hot pressed, hexagon, blank....5.50
Hot pressed, square, tapped....5.60
Hot pressed, hexagon, tapped....5.30
Cold punched, plain, square, blank 4.30
Cold punched, hexagon, square, blank....4.40
Cold punched, plain, square, tapped....4.10
Cold punched, plain, hexagon, tapped....4.20

Oilers—
Brass and Copper....50&10%
Cushman & Denison's: ₩ doz.
Gem....$ .50
Leader....60
Perfect Oilers....1.50
Star Pocket Oilers....75
Draper's:
Brass....70&10%
Steel....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list....50&10%
"Paragon," Brass....50&10@60%
"Paragon," Zinc....70@70&10%
Tower & Lyon Bicycle....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust....70&10@75%
Zinc and Tin....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ₩ lb....$ .60
Rosy Red Washita....60
Extra Washita, Green Paper Wrapper, ₩ lb....50
No. 1....40
No. 2....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge, ₩ lb:
Lily White Slips....90
Rosy Red Slips....90
Extra Slips, same sizes as above....80
No. 1....70
No. 2....40
Penknife Pieces, 3 to 5x1 to 1¼x1¼ to ⅝, ₩ lb....70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ₩ doz.
8x2....$12.00
7x2....11.00
6x2....10.00
5x2....9.00
4x1⅛....7.00
3½x1....5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1⅛, ₩ lb....$ .24
About 2x2x1½, extra selected....40
Discount, 33⅓%.
India Oil Stones....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"....60%
"Excelsior" Plumbago, Pure, ₩ lb $1.00....50&10%
Extra....60%
Standard, Fair Quality....70%
MISCELLANEOUS— ₩ lb
American Packing....8c@10c
Cotton Packing....12c@14c
Italian Packing....10c@12c
Jute....5c@5½c
Russian Packing....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance....$ 4.50
Baldwin....5.00
Bonanza....each 5.00
Dandy....each 7.50
Eureka, 1898....each 16.00
Family Bay State....12.00
Improved Bay State....$27@30.00
Little Star....4.00
New Lightning....5.50
Penn....3.75
Perfection....4.00
Reading, 72....4.00
Reading, 78....7.00
Scott's Pat. Rotary....$15.00, 20%
Turntable, Old Style....4.50
Turntable, 1898....5.00
White Mountain....4.00
POTATO— ₩ doz.
Saratoga....$5.50
White Mountain....4.50

Pencils—
Dixon's: ₩ gro.
Carpenter's....$2.67@3.75
Carpenter's, Blue or Red Lead....4.00@7.50
Lead....2.18@4.38
Lumber....6.87
Mascot, Hexagon....3.75
Mascot, Round....3.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality....45@45&10%
Bench, Second Quality....50@50&10%
C. E. Jennings & Co....50&10%
Molding....40&5%
IRON PLANES—
Chaplin's Iron Planes....50&10@60%
C. E. Jennings & Co., Iron....50&10%
Sargent's....60%
Standard Tool Co....50@50&5%
Stanley Rule & Level Co.:
Bailey's....50&100
Miscellaneous....25&10%
Steer's Iron Planes....50&1%
PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky } 80&10@40%
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....25&10%
Stanley Rule & Level Co....50&10%
L. & I. J. White....20&5@25%

Pliers and Nippers—
Button's....70%
Carew's Pat. Wire Cutters....25%
Cronk's:
Button Pattern....70%
Fencing Pliers, ₩ doz. $12.00....25%
Flat and Round Nose....33⅓%
Gas Pliers, No. 100....40%
Stubb's Pat. Pliers....50%
Wire Cutter and Bender....60%
Hall's Nippers, ₩ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00....40&10
Hall's Pliers....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers....66⅔%
Morrill's Parallel, ₩ doz. $12.00..30&5%
Smith's Side Cutting....25%
P. S. & W. Cast Steel....50@50&5%
P. S. & W. Tinners' Cutting Nippers....add 5% dis. 10%

Plow Bolts—
See Belts.

Plumbs and Levels—
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%
Pocket Levels....70&10@75%
Stanley's....70&10@70&10&10%
Stanley's Duplex....25&10&10%
Stratton's Pat....25%
Wood's Extension Sight....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's....25%

Polish Metal—
Prestoline Liquid, New List....40%
Prestoline Paste....33⅓@40%

Polish, Stove—
Dixon's Plumbago....₩ lb 8c
Joseph Dixon's....₩ gro. $5.75, 10%
Gem....₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt....$ .75 $ 6.50 } 10@
1½ qt....85 8.00 } 15%
2 qt....1.15 12.00 }
Quincy Corn Popper, 1 qt., ₩ doz. $3.00; 2 qt., $4.00....33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$24.00, 25%
Kohler's: ₩ doz.
Little Giant, No. 12....$12.00
Hercules, No. 25....10.00
Invincible, No. 6....9.00
Pioneer, No. 714....7.50
Lock Lever, No. 20....12.00
Universal, No. 49....12.00
New Champion, No. 37....6.00
Iron Handle, No. 38....7.00
Ryan's....₩ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in....70%
Vaughan's, 10 to 12 in....60%

Potato Hooks, etc.—
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw ..₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P. S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $ 2 00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3¼ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 78, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No 235, Fig. 403, Windmill Pump.....16 00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16 00
No. 268, Fig. 513, Low Down Tank Force Pump.....16 00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

	Net
Torrent Pump Co.:	
Purifying Pump, each..	$3.00
Chain for same, ₱ foot	.11
Torrent C. P. Curbs, each	1.50
Same, fitted for 2-inch tubing	1.60
Poplar Tubing, ₱ 100 feet	4.50
2-inch Tubing, ₱ 100 feet	5.00
Galvanized Iron Tub'g, ₱ 100 ft	7.00
Couplings for same, ₱ pair	.15
Galvanized Chain, ₱ 100 pounds	6.00
Torrent Rubber Buckets	5.50
Victor Buckets, ₱ 100	7.50
Cleveland Buckets, ₱ 100	4.50
Torrent W. D.	50%
Roberts W D.	50%
Wood Suction Pumps	50%
Galvanized Iron Pumps	50%
Cyclone Force Pump	50%
Oatman Handy Hoops	40%
Eave-Trough Hangers	40%
	Net
Sprayers, ₱ dozen	$4.50
Acme Riveter, ₱ dozen	4.50
Dreyer Spoke Repairer, ₱ doz	.60
Roberts Chain, ₱ 100 feet	5.50

Delivered f. o. b., Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@55%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co., 20&2%

Rail—

Barn Door, Light, In.	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 13.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1¼ in., ₱ lb, 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3 75
Jumbo, net ₱ doz.....7.00@7.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Copper.....62½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

	₱ lb
Cotton Rope, Best, ¼ inch and larger	13 @14c
Medium, ¼ in. and larger	10 @12c
Common, ¼ in. and larger	8½@10c

Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....11½c
⅜ in.....12 c
¼ and 5-16 in.....12½c
Hay Rope, Medium.....12 c
Sisal:
7-16 in. and larger.....8½c
⅜ in.....9 c
¼ and 5-16 in.....9½c
Med. L'th Y'rn.....8 c
Hay Rope.....8½c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 20%
Self-heating, Tailors'.₱ doz. 22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 33c
"Samson" Braided Linen.....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided.....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....4 %
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897...65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ½ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ½ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McFarlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....Net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....80&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....80&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $28.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive.....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. 5.75@ 6.00
Union Platform Plain.....2.00@ 2.10
Striped.....2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....20%
Chatillon's No. 2.....20%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & I. Co.) $6 00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—

	₱ doz.
Phillips:	
⅞ in., Style E, Fancy Screen Doors	$12.00
⅞-in., Style G, Common Screen Doors	7.75
⅞-in., Style K, Fancy Screen Doors	9.90
⅞-in., Style K4, Fancy Screen Doors	10.50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens.....50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns:
Frames and Corners.....25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers.....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..℔ doz. $6.00 net
Electric Spiral No. 02..℔ doz. 10 00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co's:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's Nos. 5 and 10.....75%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point.....80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head.....70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head.....70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....℔ doz. 2.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....net
Grass.....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors'.....40%
Shears, Tinners'.....40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s.....60@60&10%
Sargent's list.....70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.00	9.00
Cleveland Pattern.	10.20	9.80
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.... } 45%
Breast Strap Protector..... }
Double for Bits or Trace Carrier }
Trojan Snaps..... }
High Grade Snaps..... }
Jockey Snaps.....40%
Derby Snaps.....35%
Rope Snaps.....40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—⅛, 5/16, and ¾ inch, ℔ lb.....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's.....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued.....90&10&10%
American, Tinned.....90&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S.....90&30%
Common and Patent Brads.....70&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, ℔ doz., net.....$1.00
Columbia, No. 2, ℔ doz., net.....1.50
Little Jack.....℔ doz.,.....1.00

Tapes, Measuring—
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898: Steel and Metallic.....35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1½.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch.....6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track.....3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork.....each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435.....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486.....℔ doz. 2.25
Hanging Hooks for Double Steel Track.....℔ doz. .65
Hanging Hooks for Single Steel Track.....℔ doz. .65
Hanging Hooks for Wood Track, 10 in.....℔ doz. .55
Hanging Hooks for Wood Track, 14 in.....65
Malleable Frame K. P. Pulleys, Fig. 676.....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork.....each, 1.00
New Myers Iron Rod Car.....3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....℔ doz. 2.00
Rev. Car., Double Steel Track.....3.50
Rev. Car., Wood Track.....3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T 3 50
Single Rail Steel Track with clamps.....℔ ft. .09

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Sprout's Shear Fork, each $1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz .. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 303 and 304, ₱ 100..... $12.00
Shaw's:
Copper Finished.. .....80&10%
Lever .....70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50, ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N..... 65%
Newhouse 40%
Victor ....70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat..... 50%
New Rat..... 50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em alive, ₱ doz.$2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal, ₱ gro $9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24..... .....$10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.20; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... . 4.20
Reddy, No. 30..... . 3 60
Reddy, No. 40..... 3.60
Reddy Rat Traps, No. 2 ..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering..... .....25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 20%
Wm. Johnson's:
Brick..... .....40%
Plastering..... .....40%
Pointing 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson..... .....25@25&10%
"Rose" Brick, Plastering and Moulders..... ..... 30@30&10%
Sargent's Garden, No. 1..... .....50%
Sargent's Garden, No. 15..... .....45%

Vegetable Slicers—

Enterprise Mfg. Co..... .....25%

Vises—

Solid Box..... .....40%
V. W. & W..... .....40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination..... .....50%
Plain and Hinge..... .....60%
Athol, Oval Slide..... .....60%
Adams, Diamond..... .....40%
Bonney's Champion..... .....40%
Fisher & Norris Double Screw 15%
Holland's 40%
Howard's..... .....40%
Little Giant Bench..... . ...25&10%
Lowell Hand..... .....33⅓%
Millers Falls:
Mechanics'..... .....net@10%
Oval Slide..... .....50&10%
Ball Clamp..... .....45%
Gravity ....net
Hand 15%
Moore's..... .....20%
Parker's:
Regular ....20@25%
Combination Pipe... ....55@60%
Oval Slide..... ... ...55@60%
Victor..... ....20@25%
Vulcan ....40@45%
Phenix ....20@20&10%
Prentiss..... ....20@25%
Sargent's 70%
Simpson's Adjustable..... ..... 40%
Stephens..... ..... 25@33⅓%
Trenton..... ..... 40@40&5%
V. W. & W. Parallel..... .....40%
Coach Makers 40%
Oval Slide..... ....40%
Wright's Pipe..... .. ..40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's..... .....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel..... .....45%
Lane's Steel..... .....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... 70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... ... .40%
Clayton's.. . .....25&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire..... .....20%
Bright Wire Goods, New List. .. 65&10%
Cast Steel Wire.....50%
Copper Wire 10%
Annealed and Tinned on Spools.....50%
Brass and Copper on Spools. 40%
Spooled Wire, ass'd for Retailing....60%
Market Wire, Bright and Annealed:
Nos. 6 to 9..... .....75%
Nos. 10 to 18..... .. 75&5%
Nos. 19 to 26..... .....75&15%
Nos. 27 to 36..... .....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9..... .....70%
Nos. 10 to 18..... .....70&5%
Nos. 19 to 26 ....70&10%
Nos. 27 to 36 ....70&10&10%
Tinned:
Nos. 6 to 14..... . .70&10&10%
Nos. 15 to 18.... ....70&10&5%
Nos. 19 to 26 ....70&10%
Nos. 27 to 36 ....70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 20, Imported.....₱ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 3 %

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .. 60@50&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .80%
Iron..... ... .85%
Iron, Galvanized..... .....80%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ...₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.20
Alligator..... .....70%
Baxter's. ....60&10%
Bemis & Call's:
Briggs Pattern..... .....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Patent Combination Black.....40&5%
Patent Combination Bright ..... .40%
Bicycle:
Club 40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's ....30@33⅓%
Coes':
Genuine .....40&10&5&5&3%
"Mechanics'" ...40&10&10&5&5&3%
Coes' Pattern, Wrought Bar...60&5@ 10&10%
Donohue's Engineer..... 40%
Eagle Pipe..... .....50&10%
Gem 33⅓%
Stillson Pipe..... .....50%
Taylor Pipe and Nut 40%
Acme. ....60@60&5%
Bull Dog..... .....60&10%
Hercules 70%
J. H. Williams & Co..... .....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895. .. ..2%
Peerless Mfg. Co , list Feb., 1892 .... 2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 70c
Linseed, City, Boiled, in barrels, ₱ gal. 72c
Out of Town on Spot..... ...₱ gal. 70c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton. $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... .... 2.40
In cans, 50 lb..... .... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.00
In cans, 3 lb..... ... . 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... .... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb	
Blue, Chinese	35	@40 c
Blue, Prussian	38	@38 c
Blue, Ultramarine	6	@30 c
Sienna, Italian, burnt & powdered	4½	@10 c
Sienna, Italian, raw & powdered.....	3	@ 7 c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary....	5	@ 7 c
Green, Paris, in bulk	15	@16 c
Indian Red, American	2½	@ 3 c
Indian Red, English	4½	@ 8½c

Colors in Oil—

Black Lampblack, best. 13	@15	c
Black Lampblack, comm on.. 7	@10	c
Blue, Chinese	35	@40 c
Blue, Prussian 32	@35	c
Blue, Ultramarine 16	@20	c
Sienna, burnt 12	@15	c
Sienna, raw. 12	@15	c
Umber, burnt.....	12 @16	c
Umber, raw...	12 @16	c
Brown, Vandyke	12 @16	c

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [*Wire Goods*]: You have reason to be proud of HARDWARE's success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co, New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co, Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co, Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co, New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co, Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co, Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Cement.
Major Cement Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Doebler Mfg. Co., Middletown, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.
Underhill, Clinch & Co., New York.

Copper, Sheet.
Bruce & Cook, New York.

Copper Cut Nails.
Salem Nail Co., New York.

Cordage and Twines.
Samson Cordage Works, Boston.

Cork Pullers.
Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Countersinks.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.
American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston.

Dampers, Stove.
Arcade Mfg. Co., Freeport, Ill.

Derricks.
Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.
Hardware Publishing Co., New York.

Dog Collars and Muzzles.
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.
Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.
Keuffel & Esser Co., New York.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.
Kimball Bros., Council Bluffs, Iowa.

Dynamos.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.
A. Mugford, Hartford, Conn., and New York.

Elevators.
Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.
Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.
A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.
J. L. Prescott & Co., New York.

Enamelers.
A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.
A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.
D. C. Seaman & Co., Philadelphia.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.
John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.
See Plated Ware.

Floor Plates.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.
Salem Nail Co., New York.

Garden Tools.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.
Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.
Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
Smith & Hemenway Co., New York

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.
T B. Harkins Foundry Co., Bristol, Pa.

Grindstones.
Cleveland Stone Co., Cleveland.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.
E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.
Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.
Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.
Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.
Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.
McKinney Mfg. Co., Allegheny Pa

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co.. Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Lightning-Rod Fixtures.

Cleveland Galvanizing Works, Cleveland, Ohio.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & VanWinkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill. New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Trimont Mfg. Co., Roxbury, Mass.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridg eport Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.

Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.

A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.

E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Price Books.

Hardware Publishing Co., New York.

Pulleys, Hoisting.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Buckets, Rubber.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Chains.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Washers.

Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.

Railroad Brasses.

Magnolia Metal Co., New York.

Rail, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railway and Mill Supplies.

R. Woodman Mfg. & Supply Co., Boston.

Raisin Seeders.

Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.

John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.

Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy, Philadelphia.

Reels, Wood.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Revolution Counter.

Tabor Revolution Counter, Elizabeth, N. J.

Riveters.

Standard Specialty Co., Salem, Ohio.

Rivets.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.

Standard Paint Co., New York.

Rubber Buckets.

Torrent Pump Co., Cleveland, Ohio.

Rules.

Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.

Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.

Mosler Safe Co., New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand and Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand-Paper Blocks.

T. L. Prevost, Racine, Wis.

Sand Screens.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Sausage Stuffers.

Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

Underhill, Clinch & Co., New York.

Screens, Wire.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Screw and Bolt Cases.

J. D. Warren Mfg. Co., Chicago.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screws, Set and Cap.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Screw Drivers.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.

Screw Drivers, Electricians'.

F. E. Ducharme & Sons, Shelburne Falls, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythes and Grass Hooks.

Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Seal Presses.

Charles Morrill, New York.

Sectional Shelving.

J. D. Warren Mfg. Co., Chicago.

Sewing Machines.

National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machines.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Inc., Montclair, N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Ship Tools.

Underhill, Clinch & Co., New York.

Shovels.

Allerton-Clarke Co., New York.
Underhill, Clinch & Co., New York.

Signs.

A. V. Taylor & Co., Cincinnati, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spikes.

Fuller Bros. & Co., New York.
Salem Nail Co., New York.

Spoke Repairers.

Torrent Pump Co., Cleveland, Ohio.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New York.

Sporting Goods.

Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Springs, Wire.

Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Tuck Mfg. Co., Brockton, Mass.

Spring Cotters.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Standard Tool Co., Cleveland, Ohio.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares, Steel.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Stamping.

Clark & Cowles, Plainville, Conn.

Staple Pullers.

Cronk Hanger Co., Elmira, N. Y.
Smith & Hemenway Co., New York.

Stay Rollers.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Steel.

Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Steel Traps.

Hawkins Co., Waterbury, Conn.

Step Ladders.

Bicycle Step Ladder Co., Chicago.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, Ohio.
Pike Mfg. Co., Pike Station, N. H.

Store Fixtures.

Bicycle Step Ladder Co., Chicago.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.

See Trucks, Store.

Stove Lining.

William M. Newton, Albany, N. Y.

Stove Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Stoves and Ranges.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Stove Trimmings.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Strainers, Julep.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co , New York.
Smith & Hemenway Co., New York.

Studs.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Table Cutlery.

Goodell Co., Antrim, N. H.

Tackle Blocks.

Burr Mfg. Co., Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
Union Hardware Co., Torrington, Conn.

Tack Pullers.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Tacks.

Salem Nail Co., New York.

Tailors' Shears.

R. Heinisch's Sons Co., Newark, N. J.

Taper Pins.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Taps and Dies.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Tinned Nails.

Salem Nail Co., New York.

Tinners' and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tin Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tool Chests.

R. Bliss Mfg. Co., Pawtucket, R. I.
C. E. Jennings & Co., New York.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co , Indianapolis, Ind.
Cleveland Twist Drill Co., Cleveland, Ohio.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.
Stanley Rule & Level Co., New York.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Transom Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.

John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, N. J.

Tubing.

Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, O.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Turpentine Tools.

Underhill, Clinch & Co., New York.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Cleveland Twist Drill Co., Cleveland, Ohio.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Valves, Pump.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Vapor Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Vases, Flower.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Ventilators.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Vises.

Armstrong Mfg. Co., Bridgeport, Ct.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Covert Mfg. Co., West Troy, N. Y.
Lane Bros Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.

Welding.

Standard Welding Co., Cleveland, O.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.

White Lead.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Wire, Barb.

Fuller Bros. & Co., New York.

Wire Cloth.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Wire Gates, Fences and Fencing.

Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire, Market.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire, Music.

Alfred Field & Co., New York.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Charles J. Stebbins & Co., New York

Wire Springs.

Wallace Barnes Co., Bristol, Conn.
Dunbar Bros., Bristol, Conn.

Wire Straighteners.

Chandler & Farquhar, Boston.

Wire Work.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Wooden Faucets.

John Sommer's Son, Newark, N. J.

Wood Hardware Specialties.

R. Bliss Mfg. Co., Pawtucket, R. I.
C. E. Jennings & Co., New York.

Wrenches.

Armstrong Mfg. Co., Bridgeport, Conn.
Coes Wrench Co., Worcester, Mass.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., New York.
Tower & Lyon, New York.
Trimont Mfg. Co., Roxbury, Mass.

Wrought Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.

Yellow Metal Nails.

Salem Nail Co., New York.

Zinc Nails and Tacks.

Salem Nail Co., New York.

Zinc, Sheet.

Bruce & Cook, New York.

New Jersey Wire Cloth Co.

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THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING and FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co. 4
Allerton-Clarke Co. 37
American Cutlery Co. 48
American Railway Supply Co. 45
American Shearer Mfg. Co. 46
Ames Sword Co 11
Arcade File Works. 37
Arcade Mfg. Co. 2
Armstrong Mfg. Co. 7
Atkins (E. C.) & Co. .... *
Atlas Bolt & Screw Co. 64
Atlas Mfg. Co. 1
Ausable Horse Nail Co. 8

B

Baeder, Adamson & Co. 5
Barnes (Wallace) Co. 43
Barnett (G. & H.) Co. 64
Baxter Schenkelberger & Co. 41
Berger Bros. Co. 13
Berger, L. D. 4
Bicycle Step Ladder Co. 10
Bliss (R.) Mfg. Co. 4
Boardman (Luther) & Son 45
Bommer Bros. 64
Brass Goods Mfg. Co. 48
Bruce & Cook 16
Bryan Mfg. Co. 4
Buffalo Emery Wheel Co. 48
Burnham, Geo. Co. 11
Burr Mfg. Co. 4

C

Capewell Horse Nail Co. 64
Cary Mfg. Co. 48
Champion Safety Lock Co. 45
Chandler & Farquhar 7
Chatillon (John) & Sons 4
Chatillon (John) & Sons .... *
Chilton Paint Co. 46
Cincinnati Screw & Tap Co 1
Clark & Cowles 5
Cleveland Galvanizing Works. 45
Cleveland Stone Co 7
Cleveland Twist Drill Co. 64
Clinton Wire Cloth Co. 63
Coates Clipper Mfg. Co. 11
Coes Wrench Co. 7
Coldwell Lawn Mower Co. 6
Conroy (P. J.) Co 43
Contractors' Plant Mfg. Co. 45
Covert Mfg. Co. 1
Cronk Hanger Co. 10
Cushman & Denison 39

D

Dangler Stove & Mfg. Co. 63
Deming (The) Co. 64
Detroit Fence Co. 39
Dixon (Jos.) Crucible Co. 5
Doebler Mfg. Co. 11
Dow Wire Works Co. 16
Ducharmes (The) & Co. 1
Dunbar Bros. 1
Du Pont (E. I.) de Nemours & Co. 3

E

Eastern Oil Tank Co. 45
Ellis & Helfenberger 46
Enterprise Mfg. Co. of Pa. 8
Erie Specialty Co 2
Eyelet Tool Co. 10

F

Field (Alfred) & Co. 10
Field (Alfred) & Co 13
Fitch (W. & E. T.) Co. 1
Fuller Bros. & Co. 2

G

Gilbert & Bennett Mfg. Co. 63
Glidden Varnish Co. 38
Goodell Co. 13
Graham (John H.) & Co. 8

H

Hardware Publishing Co. 14
Hardwaremen's Exchange. 46
Harrington & Richardson Arms Co. 7
Harrison Bros. & Co., Inc. 13
Hartley & Graham 1
Hawkins Co. 63
Heinisch's (R.) Sons Co. 5
Heller (W. C.) & Co. 13
Holmes & Edwards Silver Co. 10
Howard Iron Works. 2

I

Iowa Farming Tool Co. 43
Ives (H. B.) & Co. 1

J

Jennings (C. E.) & Co. 1
Jennings (Russell) Mfg. Co. 2

K

Keuffel & Esser Co. 3
Kimball Bros. 13
Kohler (F. E.) & Co. 4

L

Laflin & Rand Powder Co. 1
Laflin & Rand Powder Co 39
Lane Brothers Co 2
Leather and Brass Mfg. Co. 17
Leete, C. H. 46
Leonhardt & Co. 7

M

Magnolia Metal Co. 1
Major Cement Co. 39
McKinney Mfg. Co. 17
Meyers (Fred. J.) Mfg. Co. .... *
Miles, Franklin S. 3
Morrill, Charles 17
Mosler Safe Co. 17
Mugford, A. 2
Myers (F. E.) & Bro. 16

N

National Sewing Machine Co. 9
New Jersey Wire Cloth Co. 61
New York Stamping Co. 63
Newton, Wm. M. 2
Nicholson File Co. 64
Niles Mfg. Co. 2
North Bros. Mfg. Co. 45

P

Payson Mfg. Co. 2
Pelouze Scale & Mfg. Co. .... *
Peters Cartridge Co 10
Pike Mfg. Co. 9
Plume & Atwood Mfg. Co. 16
Prescott (J. L.) & Co. 1
Prevost, T. L. 2
Pugh, Job T. 63

R

Reading Hardware Co. 11
Remington Arms Co. 11
Robertson, Arthur R. 45
Rodgers (Joseph) & Sons 10
Russell & Erwin Mfg. Co. 41

S

Salem Nail Co. 45
Samson Cordage Works 1
Sargent & Co. 43
Scranton (The) & Co. 1
Seaman (D. C.) & Co. 46
Sears, Roebuck & Co. 63
Silver Mfg. Co. 2
Smith (Wm. G.) & Co. 45
Smith & Egge Mfg. Co. 18
Smith & Hemenway Co. 43
Sommer's (John) Son 64
Standard Paint Co. 18
Standard Tool Co 1
Stanley Rule & Level Co. 39
Stebbins (Chas. J.) & Co. 3
Stimpson (Edwin B.) & Son. 64
Sudlow, John W. 63

T

Tabor Revolution Counter. 43
Taylor (A. V.) & Co. 45
Thacher Belting Hook Co. 5
Torrent Pump Co. 48
Tower & Lyon 12
Townsend, C. C. & E. P. 46
Trimont Mfg. Co. 7
Tryon (Edw. K.) Jr. & Co. 17
Tuck Mfg. Co. 11

U

Underhill, Clinch & Co 3
Underhill, Clinch & Co 11
Union Hardware Co. 12
Union Metallic Cartridge Co. 1

V

Van Dorn Iron Works. 15
Van Wagoner & Williams Hdw. Co. 64
Voigt, Starr & Co. 5

W

Warren (J. D.) Mfg. Co. 15
Williams Pump Co. 5
Williamson W. N. Co 7
Wilmot & Hobbs Mfg. Co. 18
Wood (Wm. T.) & Co. 16
Woodman (R.) Mfg. & Supply Co. 7

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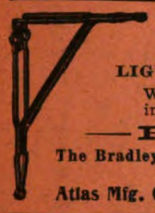
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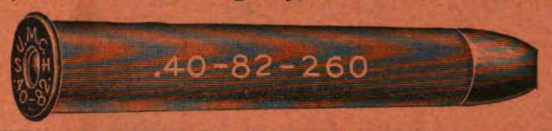
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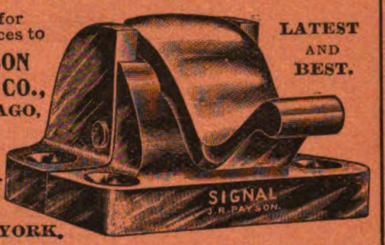
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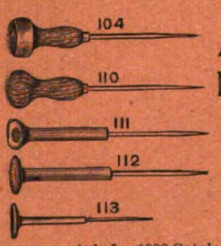
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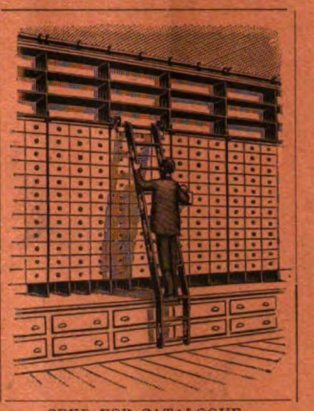
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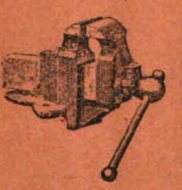
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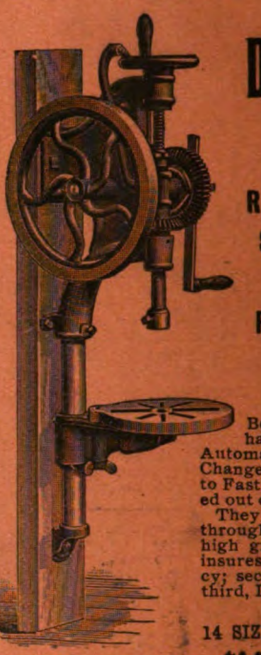
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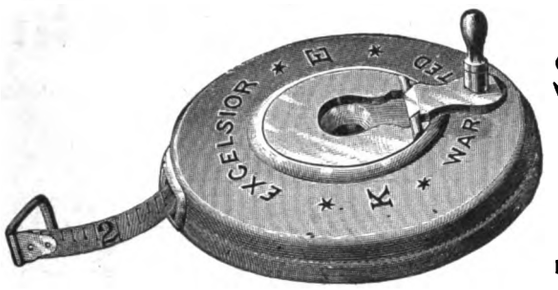


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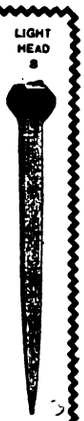
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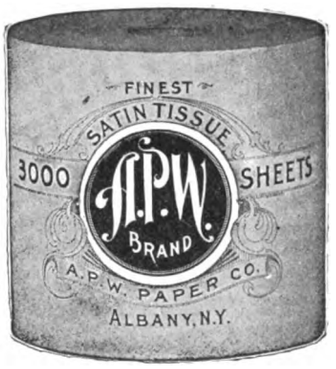
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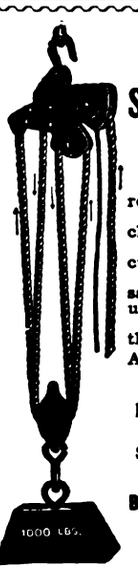
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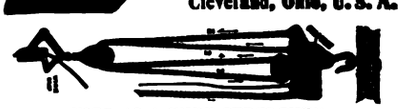
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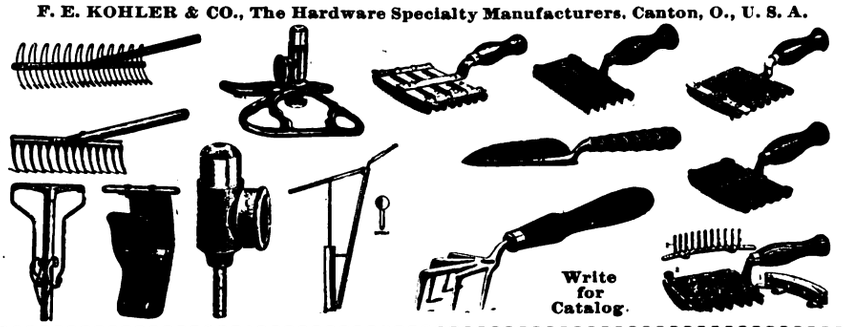


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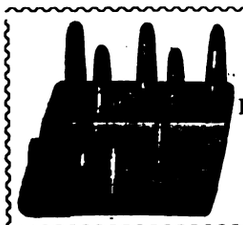
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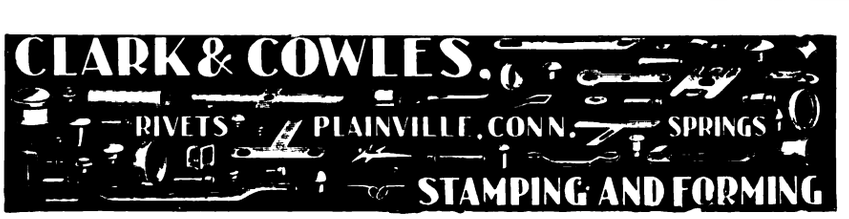
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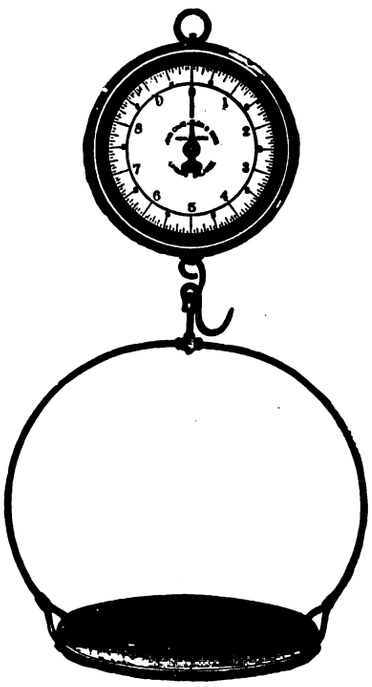
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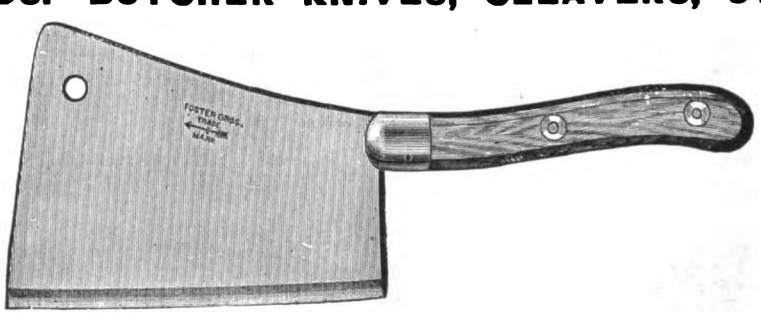


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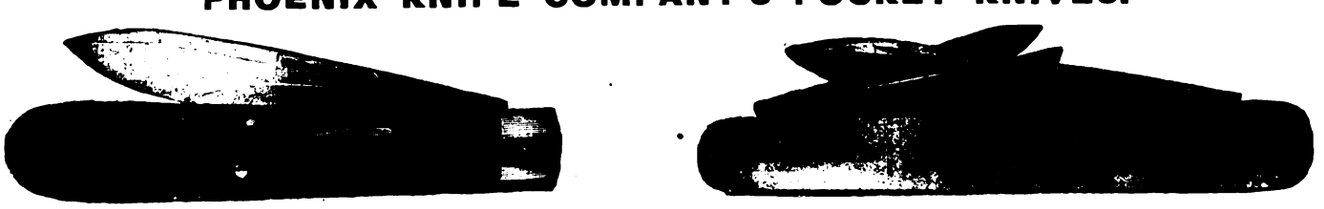
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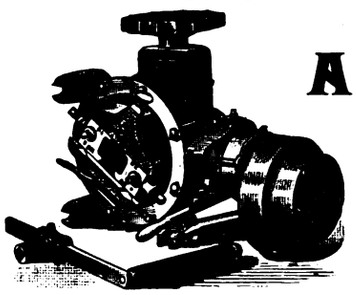
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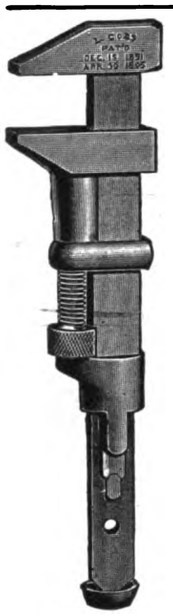


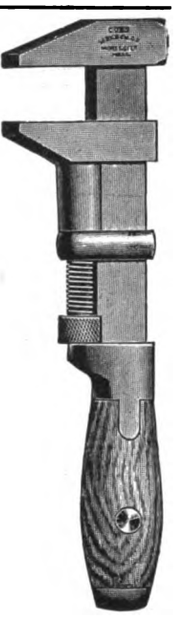
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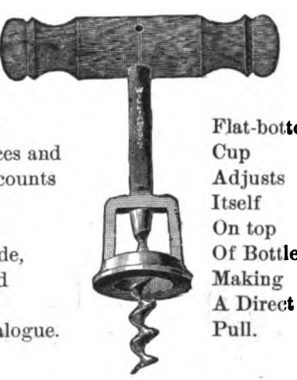
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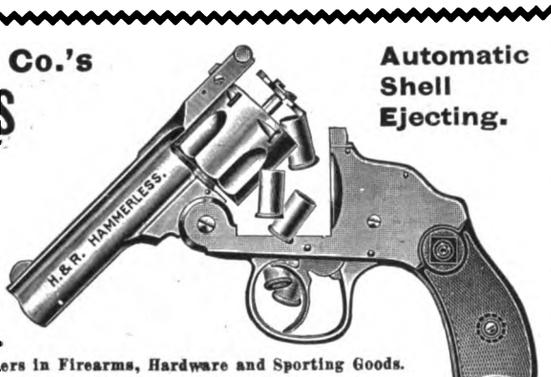
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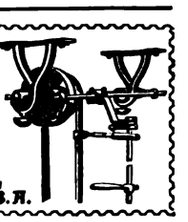


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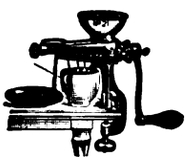
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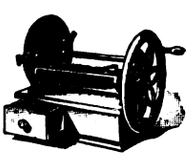
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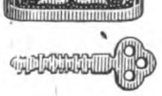
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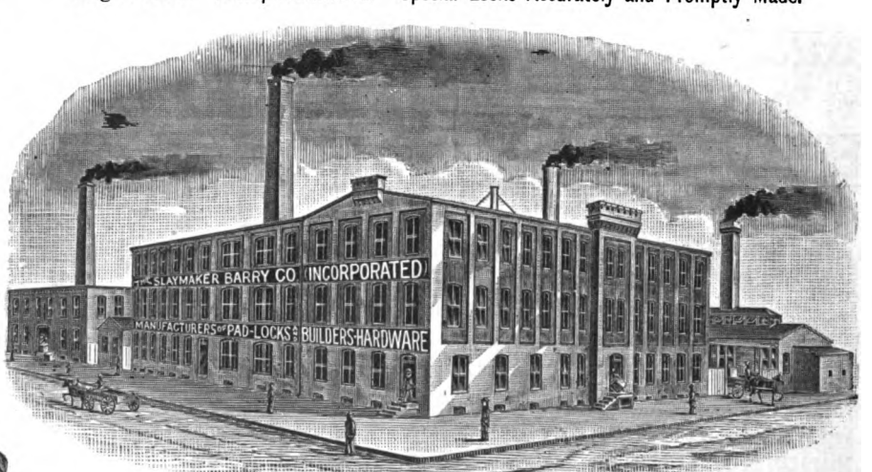
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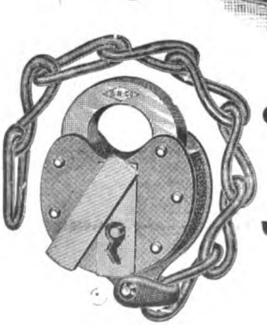






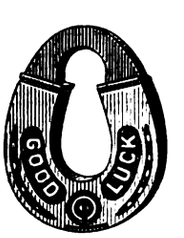














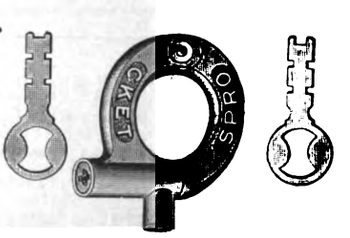
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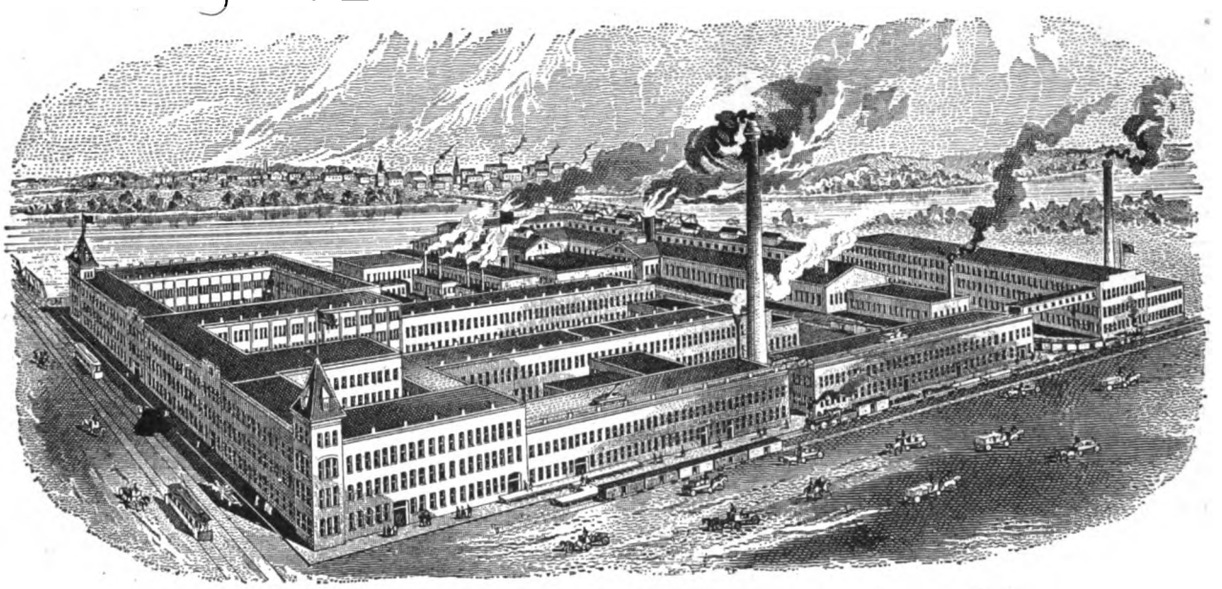
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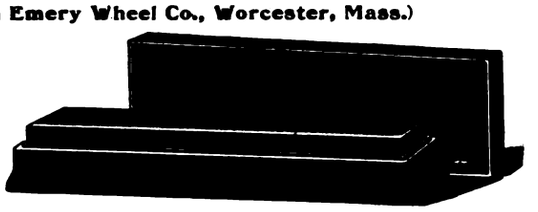
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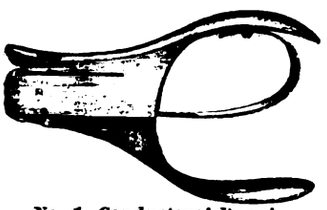
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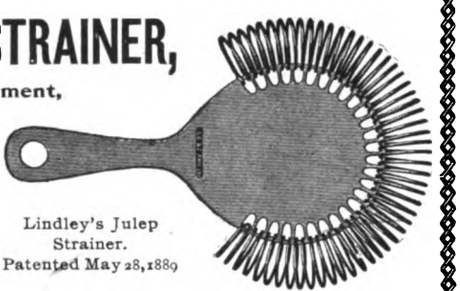
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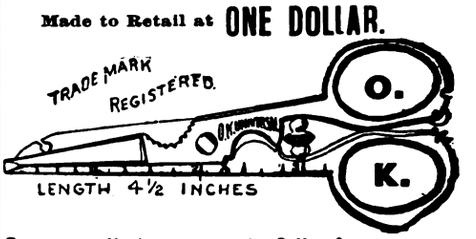
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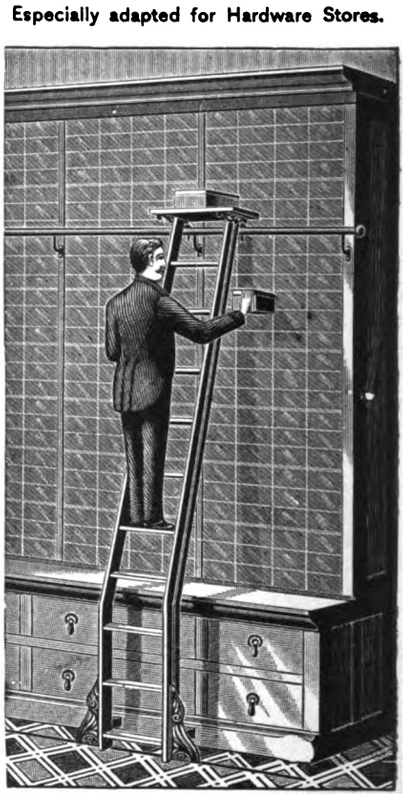
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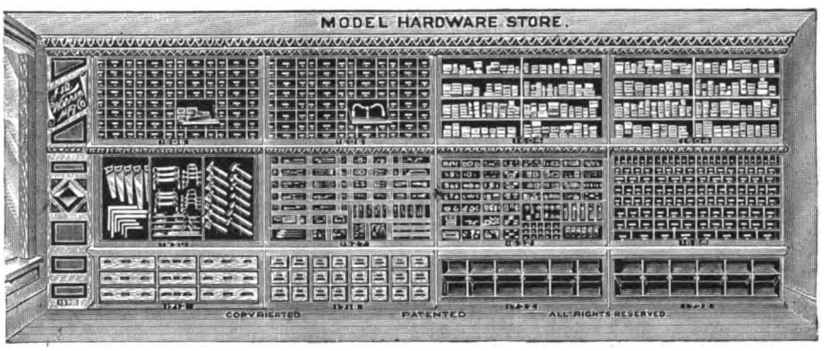
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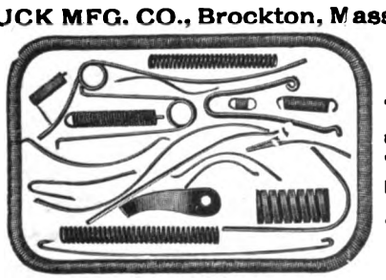
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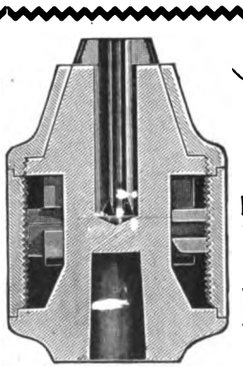
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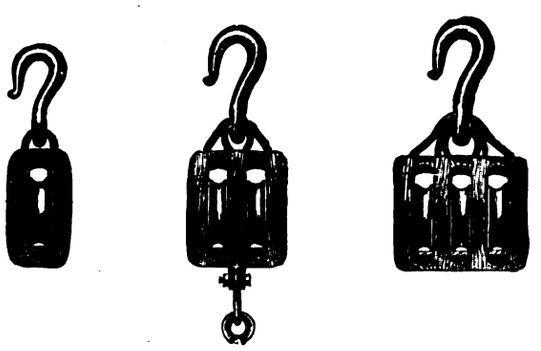
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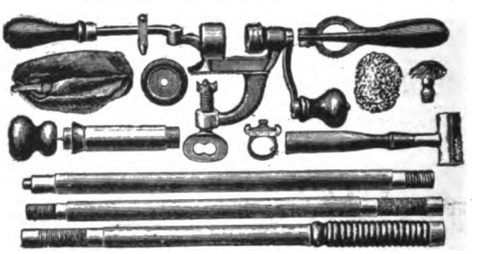


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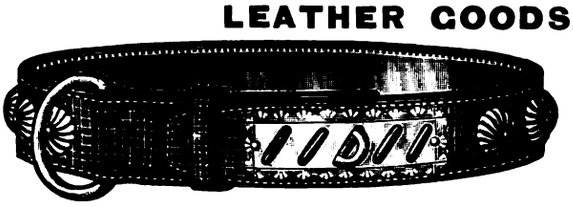
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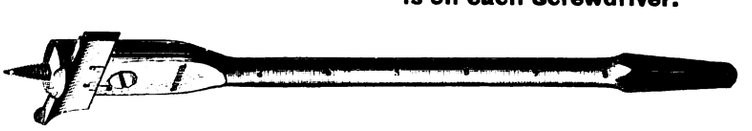
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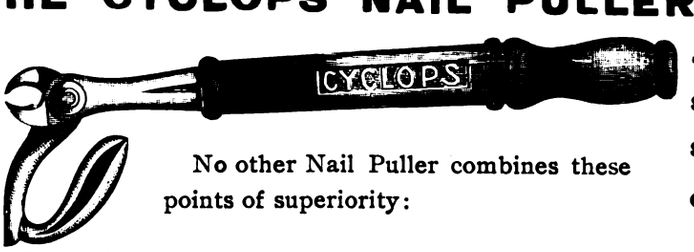
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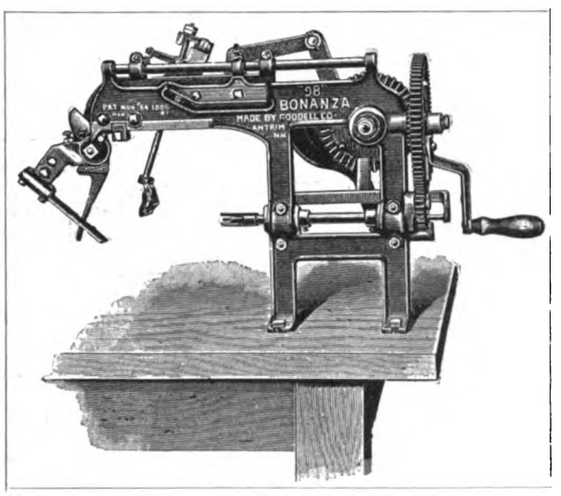
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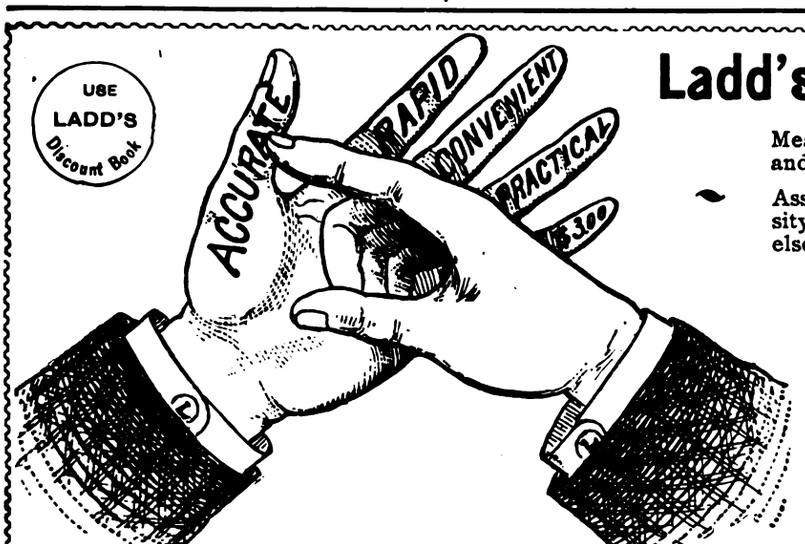
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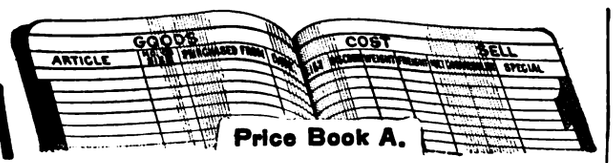
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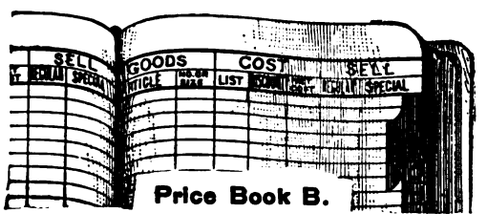
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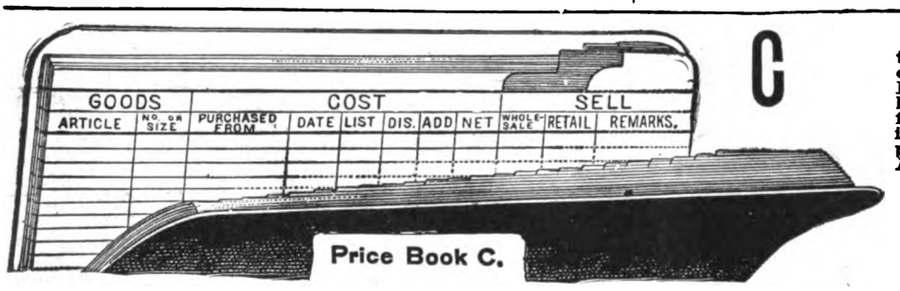
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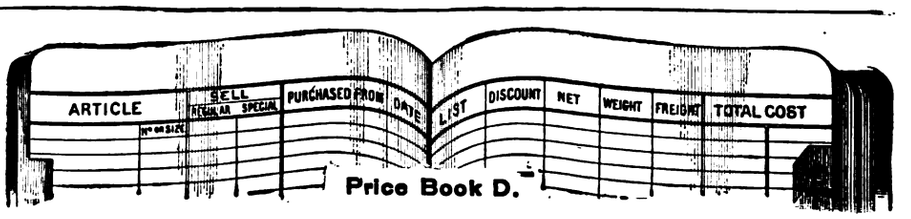
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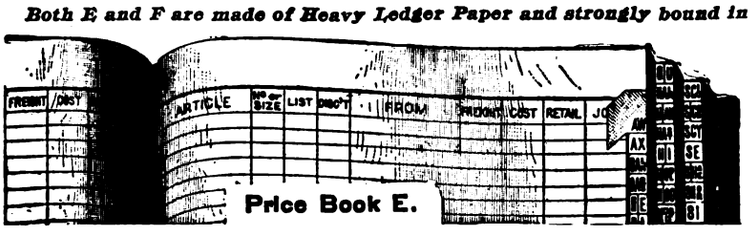
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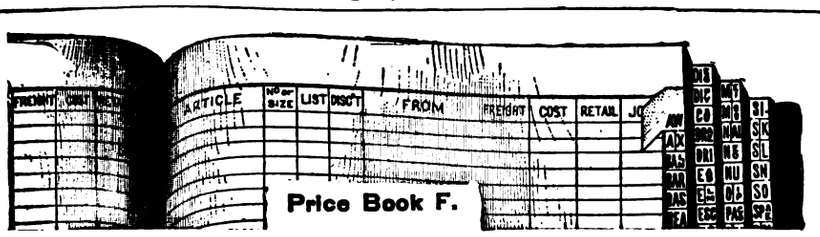
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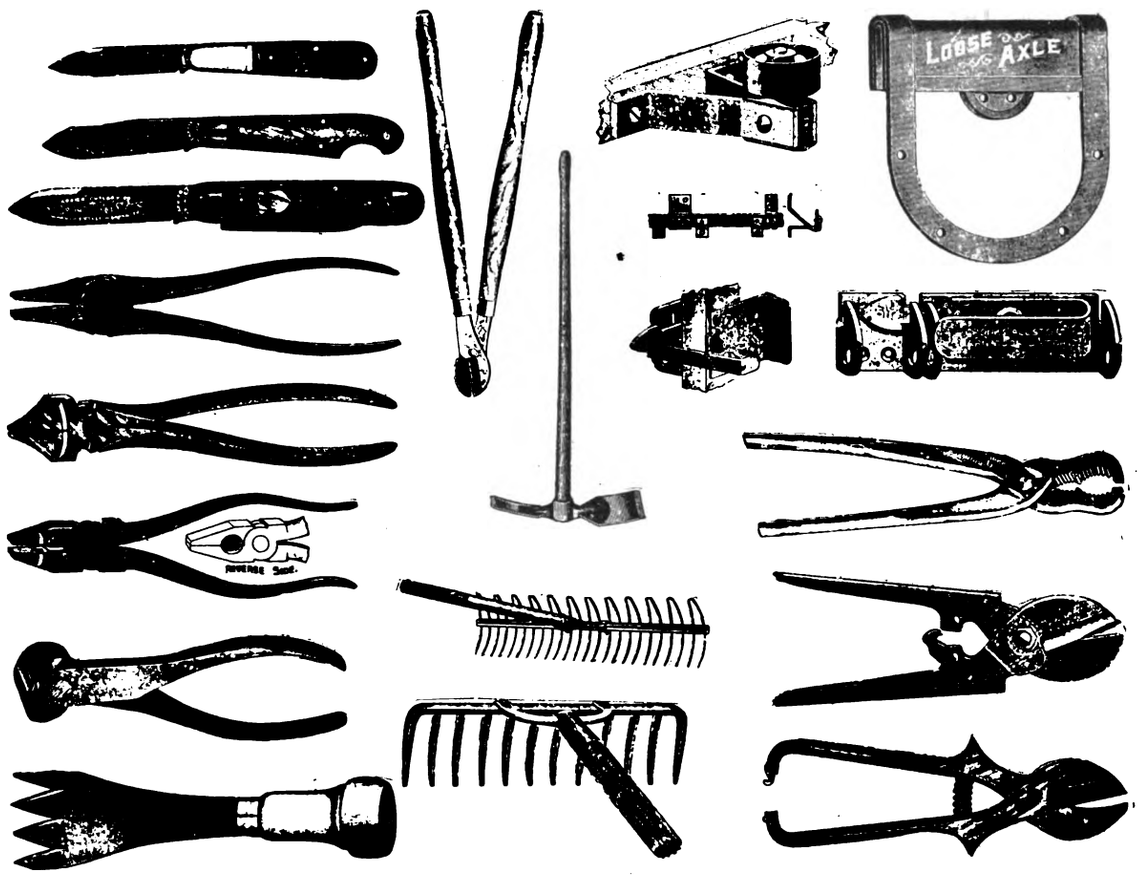
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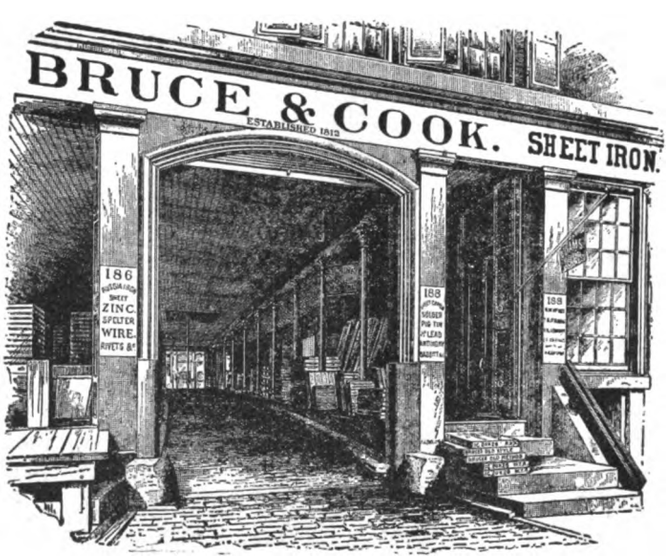
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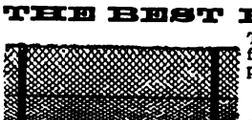
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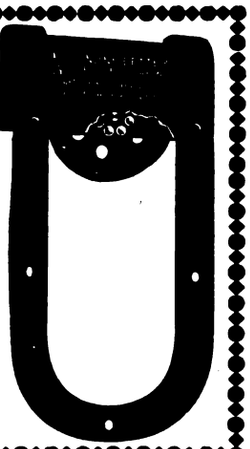
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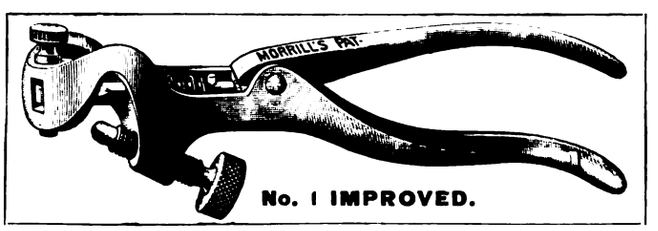
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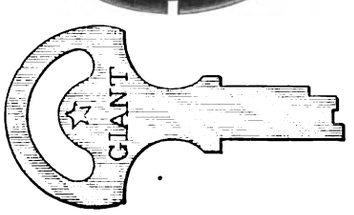


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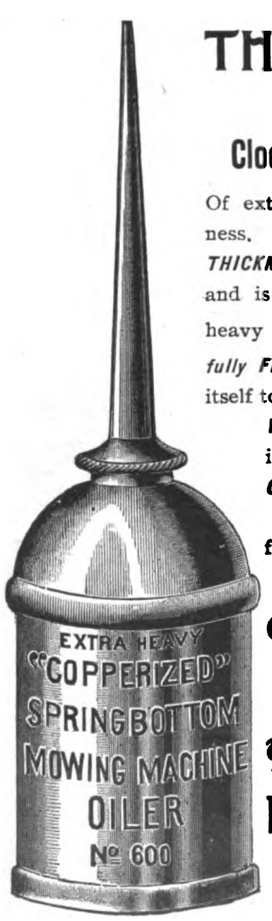
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White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St., NEW YORK.
27 Lake St, CHICAGO.



THIS CAN ▲▲▲

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR SPRING DELIVERY.

The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN. . .

P. & B. Ruberoid Roofing.

The acknowledged STANDARD among Ready Roofings. While "Imitation" is conceded to be "the sincerest flattery," reputable dealers should be on their guard against imitation goods claimed to be "as good as"

RUBEROID.

No Roofing ever placed in market has approached its record of years of commendation from all who ever used it. The wrapper about the roll must bear the trade-mark and the words

"RUBEROID ROOFING."

Write for full description, samples and prices.

The Standard Paint Co.
81-83 John Street,
New York.

CHICAGO OFFICE:
189 Fifth Avenue.

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HARDWARE

At a meeting of the Board of Directors of the G. & H. Barnett Company, Philadelphia, on July 25th, called to fill vacancies caused by the death of their late president, Henry Barnett, the following officers were unanimously elected: Henry W. Scattergood, president and secretary; Alfred W. Barnett, vice-president and treasurer, and Geo. F. Barnett was chosen to fill the vacancy in the Board.

The Board of Education of the City of New York and the School Board of Newark, N. J., after a thorough investigation of its manifold merits, decided to adopt the Ogden automatically regulated door check and spring on all school buildings within their respective jurisdictions. As a further evidence of its successful introduction into modern office buildings, the architects of the Broadway Chambers, New York City, have ordered 125 of these Ogden door checks to make a perfect equipment for that world famed building.

The J. D. Warren Mfg. Co., Chicago, Ill., whose perfect methods of providing cabinet shelving for Hardware merchants is one of the greatest advanced movements of the industry, has recently published a large chart showing in a graphic and intelligent manner the application that is possible by employing their improved facilities in store construction. This is accomplished in 38 designs, showing varying sections adapted for the different branches of the business. Those in the trade contemplating changes of this important character should send for this chart to assist them in properly laying out their space to the best advantage. It may be had from J. D. Warren Mfg. Co. free of charge, upon application for the same.

The Laflin & Rand Powder Co., 99 Cedar Street, New York, have recently distributed an advertising novelty in the shape of a smokeless shell, which is so constructed that by turning the red side of the shell the heading appears, "The Loads That Win," and each leaf between the front and back covers gives a resume of the events in which their expert shot, John S. Fanning, has brought out Laflin & Rand Smokeless, giving an evidence of what it is capable of doing. On the last leaf is given the load that Mr. Fanning uses as an inanimate target load, and also his live bird load, which is important information for the sportsman. The covers of this advertising shell, one side being purple and the other red, are indicative of the two leading shells now on the market, the purple being the U. M. C. "Acme" and the red being the Winchester "Leader."

John J. Teeple, who for nine years has been the traveling representative of the Van Wagoner & Williams Hardware Co., has recently resigned his connection with that company, in order to accept the position of associate manager of the New York business of the Peck, Stow & Wilcox Co., succeeding to the lines of work formerly allotted to Winfield D. Walkley, now of H. D. Smith & Co. Mr. Teeple brings to his new departure an experience obtained through personal contact with the leading buyers of the country, which cannot prove otherwise than advantageous to him in his new environment. A hustler naturally, with the conscientious temperament of a practical salesman, the interests entrusted to his care by the old-established company with which he is now associated will be promoted by his efforts, for his friends in the trade their name is legion.

Thomas W. Munroe, New York store manager for the Allerton-Clarke Co., and the Arcade File Works, left for the Paris Exposition on July 25th by the *St. Louis*. As he was accompanied by Hobart B. Ives of the H. B. Ives Co., of New Haven, it is acknowledged by all their friends they will undoubtedly pass an agreeable vacation abroad and return in about five weeks refreshed and recuperated for the busy Fall season ahead.

E. Bertram Pike, secretary and treasurer of the Pike Mfg. Co., Pike Station, N. H., and 151 Chambers Street, New York, the leading American manufacturers of sharpening stones, returned August 1 on the *Oceanic*, having been abroad for three months in connection with the installation of their handsome exhibit, of national importance, at the Paris Exposition.

At the annual meeting of the Gilbert & Bennett Mfg. Co., held at Georgetown, Conn., on July 24th, the following directors were elected for the ensuing year: Edwin Gilbert, David H. Miller, Samuel J. Miller, Geo. H. Brown and Edward F. Jones. The directors subsequently elected the following officers: Edwin Gilbert, president and treasurer; David H. Miller, vice-president and secretary, and Samuel J. Miller, superintendent.

Underhill, Clinch & Co., 94-96 Chambers Street, New York, have just been appointed as direct representatives of the Miller Lock Co., Philadelphia, Pa., for Greater New York and its nearby territory. It is their intention to carry a full stock of the goods, and in their new sample rooms a fine exhibition of samples can be made. The Miller Lock Co. have never before had such energetic representation in this city as this progressive firm can give them; and for the first time a full and complete display of their high-grade products will be a feature of the agency that cannot do otherwise than add largely to future sales.

A complete reorganization of the Atlas Tack Co., Taunton, Mass., has just been made. The new company, which has been incorporated under the laws of New Jersey, has a capitalization of $700,000. At a meeting held in New York city on the 25th ult., the following directors were elected: H. H. Rogers, H. H. Rogers, Jr., U. H. Broughton, John Bushnell and G. W. Weymouth. The officers of the company are named as follows: G. W. Weymouth, president and general manager; U. H. Broughton, secretary and treasurer, and H. A. Holden, assistant secretary and treasurer. The various plants will continue in operation as at present, as the prospects for a prosperous future were never so good.

The Venezuelan Government has taken steps for the collection of specimens and material for its exhibit at the Pan-American Exposition in Buffalo in 1901. A Central Board of Directors, with residence in Caracas, has been named. The chairman of this board is the Minister of Public Works. He is assisted by two vice-presidents, a treasurer, a recording and a corresponding secretary. The Central Board of Directors will appoint a board in the capital of each State. These in turn will appoint subordinate boards in the districts within their jurisdiction. The Central Board shall take charge of the specimens and other objects which go to form the exhibit of the Republic.

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HARDWARE

VOL. XXI. AUGUST 10, 1900. NO. 9.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

Midsummer dullness properly characterizes the present commercial conditions in Hardware centres of trade. With a large portion of the forces from whom hard work is to be expected, at present enjoying well-earned vacations, and most of the principals taking a few days off at a time, spending the same with their families at some Summer resort within reach, there is little or no indication of that season of great activity which is anticipated on every hand to prove the feature of the Fall trade.

Orders have already been prepared to cover the probable wants of a season's business, but the buyers have been warily watching the gradual recession of quotations so strenuously insisted upon a month or more ago, and with a natural desire to buy at the lowest ebb, are waiting for still further inducements before booking their wants.

It would seem as though the market conditions were as faithfully studied by the manufacturers and their representatives, for with nearly every weakening in the prices of the raw material, with the necessary buying for current demands, changes are made in previous ruling quotations for the purpose of stimulating orders which are still withheld.

Many goods, it is conceded, have reached prices low enough by comparison with 1898 quotations to urge the desirability of ordering them, even with a clause guaranteeing against further decline previous to an early delivery. Orders just for sorting up depleted stocks are freely given as the days go by, but stock orders in any volume of customary fullness await a conservative decision regarding the trend of the markets of the immediate future.

The retailers are holding themselves well in hand, even under the special inducements offered by the jobbers where their wholesale stocks are heavy enough to encourage a cut in prices.

The present conditions favor an extension of the export trade now so hopefully cultivated by the large producers, and as important movements of stocks suitable for a foreign demand are being made almost daily under these most favorable auspices, less fear is experienced as to the outcome of the present dullness in home requirements.

The reports from the travelers for manufacturers now on the road are favorable in the main as to a good Fall trade. Some impossible-to-meet demands from the buyers occasionally disturb them, but these simply indicate the waiting market so long prevailing and which is now getting in shape for business.

Crop conditions in the West are showing up more favorably for the producers than was at first supposed would prove to be the case, and excepting North and South Dakota and some parts of Minnesota, the chances are extremely good for valuable crops to favorably impress the traders in these prosperous sections.

Opinions seem to vary in regard to the advantages of holding some prices at the maximum rate prevailing; some old-time buyers of experience would prefer the entire drop to take place at once in the manner of the "Steel and Wire Co." in April; others would prefer—their own stocks being heavy in some lines—that prices should be fairly maintained in a line with earlier discount sheets for fear of scaring the trade into a hand to mouth plan of purchasing, which would make the jobbers carry the stocks, while the retailers ran no great risk having stocks too light to speculate upon. It has always been found hard work to keep purchasers in line on a declining market.

To Cancel or Not to Cancel.

This must be a trying time to those merchants who, having been compelled to give orders for stock or supplies away ahead of their immediate requirements, find themselves with unfilled orders out for many thousands of dollars' worth of goods or material, the prices for which have now reached a lower level.

Of course, when the market prices went steadily upward after placing the orders, it seemed as though the buyer possessed a wise head, and could look for nothing less than a fine profit on his sagacity in anticipating the trend of the markets. This was the case, no doubt, on the six months' sales for which the orders were given, but the liberal belief in a future when high prices would rule for the entire year, finds the dealer with goods yet to come on which, by comparison with present bids, a loss is certain.

What is the first thing many are apt to attempt? Find a flaw in the contract of terms of delivery that will cancel the unfilled portion; or endeavor to discover a difference in the finish or quality which, in the hurry of urgent demands, may have occurred through rushed deliveries. But the obdurate manufacturer doing his share of the work with materials bought at top-notch prices to cover these very orders, continues to deliver the goods delayed in transmission until orders are completed, while the merchant feels heartsick at the prospect.

The dealer doesn't remember that the manufacturer, filled up with his largely augmented orders, was prevented from making sales in other directions equally as desirable and certainly as profitable. And this makes him less of a humanitarian in regard to letting up on the dealer who was persistent in getting as large an order entered as the manufacturer would agree to entertain.

Perhaps the fear of orders being cancelled has kept some manufacturers' prices out of harmony with the quotations on raw material. In order to fill these very orders stock was bought on which a loss could readily be reckoned unless the orders were filled at the prices at

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which they were booked; and until they are filled, previous prices will be maintained.

There are few greater evils presented to a manufacturer in his methods of doing business than the unexpected cancellation of all contracts that approach unprofitableness. One would think that buyers who make a practice of doing this would soon be unable to get quotations on which they would be willing to purchase their stocks; surely the fact that they are not to be relied upon in taking all the goods they have ordered would militate greatly to their disadvantage when entering the market as a prospective buyer.

On a rising market, every buyer becomes the possessor of an extremely wise head, and orders more goods than he has any idea he can sell, judging by his previous purchases; but the temptation to gamble on the future chance of cutting the prices has the effect of loading him up, or forcing him to cancel unfilled balances the moment the current of cost runs against him.

Commercial morality would seem to be at a low ebb when a question arises as to the delivery of goods purchased at a price above the market of to-day and yet below the current quotations when entered on date of purchase. At a time like the present, when daily concessions affect undelivered balances of contracts unfavorably, it should certainly be to the merchant's credit that he is able to stand up like a man and swallow his medicine even though a little bitter.

"Comstock's" Philosophy.

From his rostrum at the Corbin works, New Britain, Conn., "The Man in the Corner" every month endeavors to add to the happiness of the world. The following is the latest:

A few days ago I accosted a fellow Corbinite with, "Well, how is the world using you?"

"My friend," said he, "the world is not using me at all. I am not so poor a thing as to let it use me. It is I who am using the world, and I am using it well."

I suspect that somewhere hereabouts lies the secret of success. It is the man who uses the world—who has that in him which enables him to overcome difficulties and turn them to account—who achieves prominence and makes for himself a place and a name. The most of the biographies of successful men are histories of life-long struggles to achieve ideals, and of triumphs over intervening obstacles in making the world serve their turn. At the heart of every great enterprise, at the foundation of every important departure from beaten paths of thought or research, at the head of every powerful commercial establishment there is to be found a man, keen and alert, with a single purpose so firmly fixed as to be the ruling motive of his life, and not to be swerved from it by untoward circumstances or unfavorable conditions. The men whose names are household words with us began life with empty hands and an unflinching determination to succeed, and have made events their servants instead of their masters.

It is said that any American of average attainments who cares enough about it can become wealthy. I presume that this is in a large measure true, and that the reason why so many of us are content with a fair amount of comfort and a slight margin between income and outgo is that we are too fearful to take the risk of a venture, or lack definiteness of aim. Inquiries recently made of a large class of young men in one of our Eastern colleges developed the fact that only one member in ten had a vocation chosen or was working to any clearly defined end. If this is a fair example of what is to be found on the training ground for careers, it is safe to presume that no better conditions prevail elsewhere. Thus nine-tenths of us are creatures of our environment, to whom the question, "How is the world using you?" is especially pertinent, and the other tenth makes its own destinies and rules ours as well.

Development of Our Manufacturing Industries.

The development of the manufacturing industries of the United States during the past decade, and especially during the second half of the decade, is illustrated by the completed figures of the Treasury Bureau of Statistics, showing the imports of manufacturers' materials and exports of finished manufactures in the fiscal years 1890, 1895, and 1900. From 1890 to 1895 importations of manufacturers' materials increased $9,047,231, and from 1895 to 1900 they increased $114,781,363. From 1890 to 1895, the exports of manufactures increased $32,493,367; from 1895 to 1900, they increased $248,688,623. Manufacturers' materials formed in 1890 23.06 per cent. of the total imports; in 1895, 25.64 per cent., and in 1900, 35.57 per cent.; finished manufactures formed in 1890 17.87 per cent. of the exports; in 1895, 23.14 per cent.; and in 1900, 31.54 per cent.

The table which follows presents the figures for each of the periods named:

	Manufacturers' materials imported.		Manufactures exported.	
Fiscal year.	Dollars.	Per cent of total imports.	Dollars.	Per cent of total exports.
1890.....	178,435,512	23.06	151,102,376	17.81
1895.....	187,482,743	25.64	183,595,743	23.14
1900.....	302,264,106	35.57	432,284,366	31.54

The following table shows the exportations of principal manufactures, arranged in the order of magnitude in the fiscal year 1900, including all whose value in that year exceeded $1,000,000, and compares the exports of 1900 with those of 1895 and 1890:

Articles exported from the United States.	1890. Dollars.	1895. Dollars.	1900. Dollars.
Iron and steel and mfrs. of....	25,542,208	32,000,989	121,858,334
Oils, mineral, refined.....	44,658,854	41,498,372	68,246,949
Copper manufactures	2,349,392	14,468,703	57,851,707
Leather and mfrs. of.....	12,438,847	15,614,407	27,288,808
Cotton manufactures	9,999,277	13,789,810	23,890,001
Agricultural implements	3,859,184	5,413,075	16,094,886
Chemicals, drugs, etc.....	5,424,279	8,189,142	13,196,638
Wood manufactures	6,509,645	6,249,807	11,230,978
Paraffin and paraffin wax.....	2,408,709	3,569,614	8,602,723
Fertilizers	1,618,681	5,741,262	7,218,224
Scientific instruments	1,429,785	1,912,717	6,431,301
Paper and mfrs. of.....	1,226,686	2,185,257	6,215,569
Tobacco manufactures	3,876,045	3,953,165	6,009,646
Fibres, vegetable, mfrs. of....	2,094,807	1,722,559	4,438,285
Cycles	not stated.	not stated.	3,551,023
Books, maps and engravings..	1,886,094	2,316,217	2,941,915
Carriages and horse cars.....	2,056,980	1,514,336	2,809,784
Starch	378,115	366,800	2,604,362
Cars for steam railways.....	2,689,698	868,378	2,554,907
India rubber and gutta percha, mfrs.	1,090,307	1,506,142	2,364,157
Spirits, distilled	1,633,110	2,991,686	2,278,111
Vegetable oils (except cotton and linseed)	326,227	491,436	2,162,759
Malt liquors	654,408	558,770	2,137,527
Clocks and watches.....	1,695,136	1,204,005	1,974,202
Musical instruments	1,105,134	1,115,727	1,955,707
Glass and glassware.....	882,677	946,381	1,933,201
Paints and colors.....	578,103	729,706	1,902,058
Gunpowder and other explosives	868,728	1,277,281	1,888,741
Brass manufactures	467,313	784,640	1,866,727
Soaps	1,109,017	1,092,126	1,773,921
Marble and stone mfrs.....	729,111	885,179	1,677,169
Zinc manufactures	156,150	237,815	1,668,202
Sugar, refined (excluding candy)	2,080,662	1,119,476	1,569,317
Wool manufactures	437,479	670,226	1,263,602

New Words in the Language of Business.

Imagine a business man of a hundred years ago transported to the present time, and attempting to read down the "want" columns of a modern newspaper. The motorman, the conductor, the district manager, the telegraph operator, the telephone girl, the elevator boy, the electrician, the lineman, the typewriter, the stenographer, the engineer—would convey no idea to his mind of the requirements and duties of the situations wanted. Fancy his inability to comprehend the shipping news, the commercial items, with the hosts of new words which modern transportation has introduced, such as the steamboat, the railroad, the express train, the freight train, the grain elevator. The gentleman of the olden time, who might have been a power in his financial world, could go to school to his nine-year-old great-grandchild with advantage, for an understanding of the most simple terms of commerce and trade.—*Exchange.*

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Some time ago I bought a ticket on a sleeping car from Detroit to New York. When I took my vest off there was $500 in the inside pocket and when I woke up in the morning it was gone. Please inform me if the company is liable or not.

REPLY.—According to the better authority sleeping car companies are not insurers of the baggage or other personal effects of the passengers, and the Courts have generally refused to impose upon them the absolute liability of inn keepers and common carriers of goods. The car company is, however, not relieved totally from responsibility, but their liability rests upon the ground of negligence. A sleeping car company is bound to maintain a reasonable watch during the night while the passengers are asleep, and if it fails in this or is negligent in the maintenance of a proper watch it may be held liable for the natural and probable consequences of its negligence.

QUESTION.—I live in New Jersey in a leased house. The well on the premises has lately run dry and I am compelled to buy water. The landlord refuses to dig the well any deeper. What are my legal rights? Isn't it a landlord's duty to provide water for his tenants under such conditions? No one would hire a house with a well likely to run dry and leave him without water. S. M.

REPLY.—We are of the opinion that you have no damages against the landlord. In the absence of some express contract or covenant on the part of the landlord to the effect that the property is fit for the purpose for which it is leased the lessee takes the property as he finds it (Clifton vs. Montague, 33 L. R. A. 449) and without an express covenant, the lessee cannot be held liable for repairs, nor can he be compelled to remove any nuisance unless caused by his own act or he has covenanted to that effect. On page 347, Vol. 1, of Washburn on Real Property, the author in stating the rule says: "A case affording a further illustration of this point was one where a canal company made a lease of a water power which had been created by the construction of the canal. It was held not to constitute a covenant on the part of the lessors to keep the canal in repair or supply it with water and if the canal was discontinued the lessee was without remedy, so the lease of a water power out of a mill pond there existing was not held to constitute an obligation on the part of the lessor to keep the dam in repair and the grant of a right to take water from a well does not bind the owner of the well to repair it."

QUESTION.—If a firm agrees to the terms of a letter sent and acknowledges the same in a letter written in reply, does the contract so made by these two letters require an internal revenue stamp?

REPLY.—The Internal Revenue law provides that certain instruments, such as deeds, mortgages, bills of sale, and others which are mentioned in the act shall be stamped. As to contracts, the decisions seem to hold that where a contract or any instrument which does, under the revenue law, require no stamp, is acknowledged before a notary public, the acknowledgment or certificate of the notary public should be stamped. The decisions as to which instruments should be stamped and which should not are not over clear nor are they very definite. We would therefore advise you, as a matter of caution and to guard against the effect of a decision holding a stamp to be necessary in such a case, to place a ten cent revenue stamp upon the letter which constitutes the contract and cancel the same.

QUESTION.—Some time ago I went on a bond for a friend whereby I agreed to indemnify A from any loss he might sustain through my friend's failure to perform the contract which my friend had with A. I have since been informed that A is about to assign this contract, together with the bond, to B. I should like to know, 1st: Whether I can withdraw from this bond? and 2d: Whether B could enforce this bond against me, since I agreed to indemnify A and not B?

REPLY.—If you entered into a valid bond to indemnify A against loss you could not withdraw from this bond at pleasure. You could withdraw if A consented to your withdrawal or if the contract in question had expired and ceased to exist or differed as to his bond. If, however, the contract itself was not in any way changed by A's assignment to B, you would not be released from your indemnity as to B until the expiration of the contract. Second: The rule in New York seems to be that if B could enforce the contract against your friend, he would also have the right to enforce the bond against you. (Chaflin v. Orstrom, 40 N. Y., 180.) If, on the other hand, the contract was changed in any way and your obligation varied without your consent, you would be released from your liability as bondsman.

QUESTION.—A short time ago, for the consideration of one dollar, I transferred my fixtures and stock in trade to my wife by giving her a bill of sale, which she at once recorded. Two weeks after this I was served with a summons in a suit brought on a promissory note not over a year old. The judge decided the case against me. Can the sheriff or marshal levy on the stock and fixtures just described? I am managing the business, but I own nothing at the present time.

REPLY.—If you gave a bill of sale of your property for a valuable consideration and without the intention of defrauding your creditors, the sheriff would not be allowed to attach this property. As the property stands at present he would have no right to levy upon the goods in question. The creditor could begin an action against you, and if he could prove that this bill of sale was given by you to defraud your creditors, the bill of sale would be canceled and the sheriff could then levy upon the goods. If the bill of sale were given within the last four months your creditor would have a right to force you into involuntary bankruptcy if he wished to do so.

A Trip to the Market.

It is almost indispensable to the highest success of the retail merchant, no matter where his store is located or of what dimensions it may be, to occasionally visit the market himself. He can buy of the traveling salesman, it is true, and post himself more or less satisfactorily from the trade journal; but after all there are ideas to be gotten only in the great centers of trade. A survey of the huge stocks of the wholesale houses not only affords him an opportunity to pick up some bargains which would never suggest themselves to him otherwise, but gives him a knowledge of styles, qualities, etc., that cannot but be beneficial. It is a great advantage to have a practically limitless variety from which to choose, too. When, in addition to the foregoing, one considers the object lessons to be observed in the retail quarters of the large cities, the windows, the display of stock and the use of the latest and most effective methods in conducting business, the educational advantages of a trip to the market must be very patent to him. There is no better way to get one's self out of the old rut.

As to Successful Advertising.

A stupid boy, or even an educated dog can carry a stick or convey a message, but to sell goods requires intelligent representation. In other words, says an expert, and truly, almost anybody can write an advertisement, but successful advertising depends very largely upon the writer's ability to inspire confidence and favorable recognition on the part of intended purchasers, without which an advertisement must of necessity prove "stale, flat and unprofitable."

The body of a dead Chinaman is often kept in his late home for three or four years before burial.

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ITEMS OF INTEREST FROM EVERYWHERE.

The little island of Iceland, with about 70,000 inhabitants, has the same number of newspapers as the great Empire of China.

The International Silver Co., Meriden, Conn., recently received a $4000 order for a sterling silver service to be presented to the cruiser *Albany* by the citizens of Albany, N. Y.

The year 47 B. C. was the longest year on record. By order of Julius Cæsar it contained 445 days. The additional days were put in to make the seasons conform as nearly as possible with the solar year.

A new foundry and machine shop are being built in Newark, N. J.. by the John Simmons Co., New York City, The plant will be used in the manufacture of soil pipe and fittings, plumbers' castings, etc. The new plant will be capable of a production of 100 tons daily.

According to figures being prepared by the statisticians of the Municipal Board of Health, the population of New York City is estimated at 3,654,594. The population is distributed through the five boroughs of which the city is composed as follows: Manhattan, 2,007,741; Bronx, 174,370; Brooklyn 1,267,158; Queens, 136,559; Richmond, 69,266; total, 3,654,594.

A thousand paper bags could formerly be made in 6 hours and 30 minutes by hand; they are now made in 40 minutes with the aid of a machine. To rule 100 reams of paper on both sides by hand required 4,800 hours; with a ruling machine the work is done in 2 hours and 30 minutes of one man's time. In shelling corn by hand 66 hours and 40 minutes would be required to shell a quantity which can be handled by a machine in 36 minutes.

In all India, Madras is the only city where electricity is used as a power for street railroads. Bombay's tramways are run by horsepower, and the city is lighted by gas. Electricity is used only in a limited way; in some of the better houses and bungalows and on an occasional fete or holiday, a public park may be lighted by a portable electric plant. The general merchant and dealer is not sufficiently acquainted with electric manufactures to make a successful agent, and besides the demand for goods of this line is quite limited.

The first railroad in Brazil was opened for traffic in 1856. It ran from the head of Rio Bay to the foot of the mountain range upon the crest of which is the summer capital—Petropolis. It is now part of the Leopoldina, and has been extended up the mountain to and through Petropolis. It was called the Maua Railway, in honor of its promoter—Evangenista de Souza, Viscount Maua—to whom the distinction of being the pioneer of Brazilian railroad-building belongs. The enterprise was private, and no subvention was given by the Government.

The telephonograph is a new invention which comes to us from Denmark. Not quite for the first time, for we had heard of it about a year ago; since then, though, the inventors have made progress. The telephonograph is a combination of the telephone with a newly constructed phonograph, which makes it possible to fix and preserve conversations in the absence of the intended hearer, so that he can listen to the message after his return. But the importance of the invention reaches much further. Through the use of magnetophonography it is possible to multiply the effect of the sound and to give the sound greater force.

An Italian electrician has invented an electric cartridge, which he offers as a substitute for dynamite and smokeless powder in mines, rock blasting, and for heavy ordnance. The composition used in the cartridge is made up of carbonates of potash and chloride of ammonia, the proportion varying according to use. The discharge is effected by an electric spark, which produces electrolytic effects upon the chemicals. The inventor claims that the cartridges, until subjected to the effect of electricity, are entirely inoffensive and perfectly safe, so that there will be no necessity for isolating the magazines where they are stored.

There is on exhibition at the Birmingham (Eng.) Art Gallery at the present time an unusually interesting and valuable collection of artistic productions in steelware. The lock and key from the door of the infamous Star Chamber is one of the exhibits, and, apart from its historic interest, the key is noteworthy as a superb specimen of seventeenth century work. The lock is cased in brass, has an engraved front, and is provided with two richly modelled handles. The keys of Windsor Castle, dating from about 1689, are also shown. These are delicate examples of English work, and bear the initials of William and Mary, the then reigning monarchs. Another attractive object is a fine etched bright-steel helmet which formed part of the armor of the Earl of Essex. The collection is quite cosmopolitan in character, however, and includes old Italian swords, French door knockers, a steel casket once the property of the Medici family, Neapolitan dueling daggers, a massive carved steel horse's bit of Italian manufacture, and many other curios rich in historical associations.

Writing of the sale of tinware, tools, and machines in China our Consul says: "There is practically no opening for this class of goods in China. Cheap unglazed earthenware in a great measure takes the place of tinware in other countries. The tin that is used for small household articles is made up by hand, with the aid of a pair of shears and a soldering iron. Of course, there is a considerable amount of sheet tin imported, and the thousands of kerosene tins that pass through the hands of the hawkers also find their way to the tin shops. There is no canning industry among the Chinese. All of their sauces and compotes are preserved in earthenware jars, or in old wine and beer bottles. What tools they have are very crude and are made locally at a small price, and there are no shops that make a business of dealing specially in them. The time has not yet arrived when foreign tools of any class can be introduced among the Chinese. Within the last year, an American firm made a shipment to Hongkong embracing a complete assortment of modern tools. They were accompanied by a representative. After coming here and testing the market in an intelligent way, he gave up the enterprise and reshipped all his tools to the United States. As I said before, as long as labor remains at 10 cents a day, stones will be quarried, timber sawed, bricks made, piles driven, and goods transported by hand. Machinery at present cannot compete with cheap labor, and the only tools that gain a footing on this coast are those of warfare, and even these are of the cheapest kind."

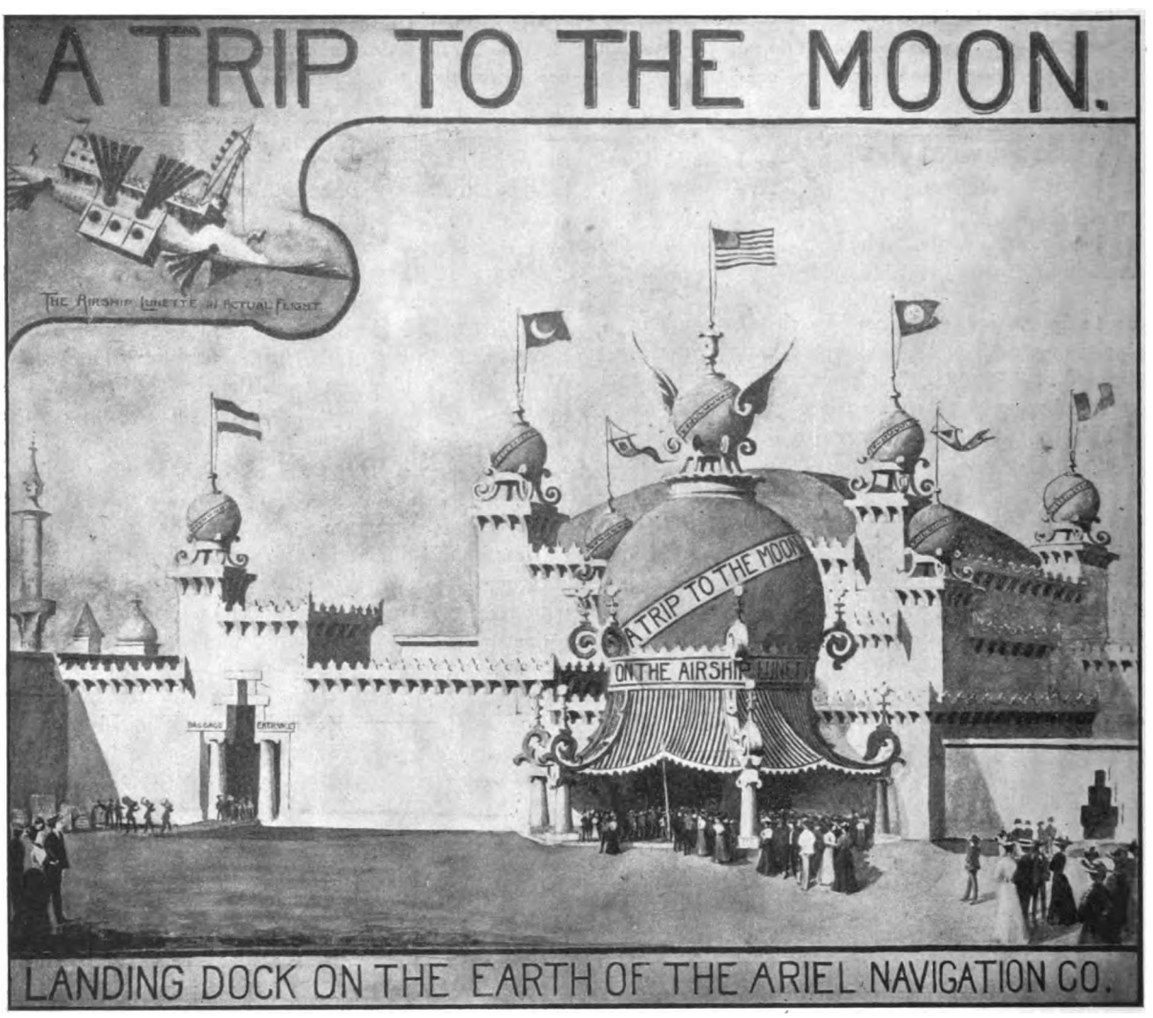
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THE PAN AMERICAN EXPOSITION, 1901.

"A TRIP TO THE MOON."

ONE OF THE MIDWAY ILLUSIONS THAT WILL EXCITE WONDER AND INTEREST.

The Midway at the Pan-American Exposition in Buffalo in 1901, will be over half a mile long, giving a mile or more of frontage for the wonderful variety of novel entertainments there to be presented. It will outrival in interest and extent anything ever created in this line. It will include some of the best of standard attractions, vastly improved, and a strong array of new ones fresh from the fertile brain of the inventor and artificer. It will be a display of ingenuity impossible to anticipate by any process of extravagant reasoning or guessing. Who but a professional of ripe experience could have planned "A Trip to the Moon?" The voyager is directed to go aboard the airship *Luna,* moored at a convenient landing. It is night, and the heavens sparkle with a myriad of stars. When all is ready the cables are thrown off and the ship rises steadily to a height of about two miles. The air is clear, and you can see the many lights on earth below. We now pass eastward over Rochester, Albany and then southward over New York. The earth now falls rapidly behind. We are going at a terrific velocity, as noted by the resistance of the air which seems to blow hard in our faces. The earth becomes a large ball and the moon grows larger. We are fast nearing the satellite, and soon find the ship moored to a landing in the moon. Guides receive us and show us to the palace of the Man in the Moon. His Majesty receives the party, bidding them welcome and accords them the freedom of his domains. We are then shown about the splendid palace and through the streets of the City of the Moon. The ladies are especially interested in the show windows of the Moon shops. The trip may be made with entire safety, and the return to earth leaves one with the remembrance of having passed through a wonderful experience.



"A TRIP TO THE MOON."—ONE OF THE MIDWAY ILLUSIONS THAT WILL EXCITE WONDER AND INTEREST.

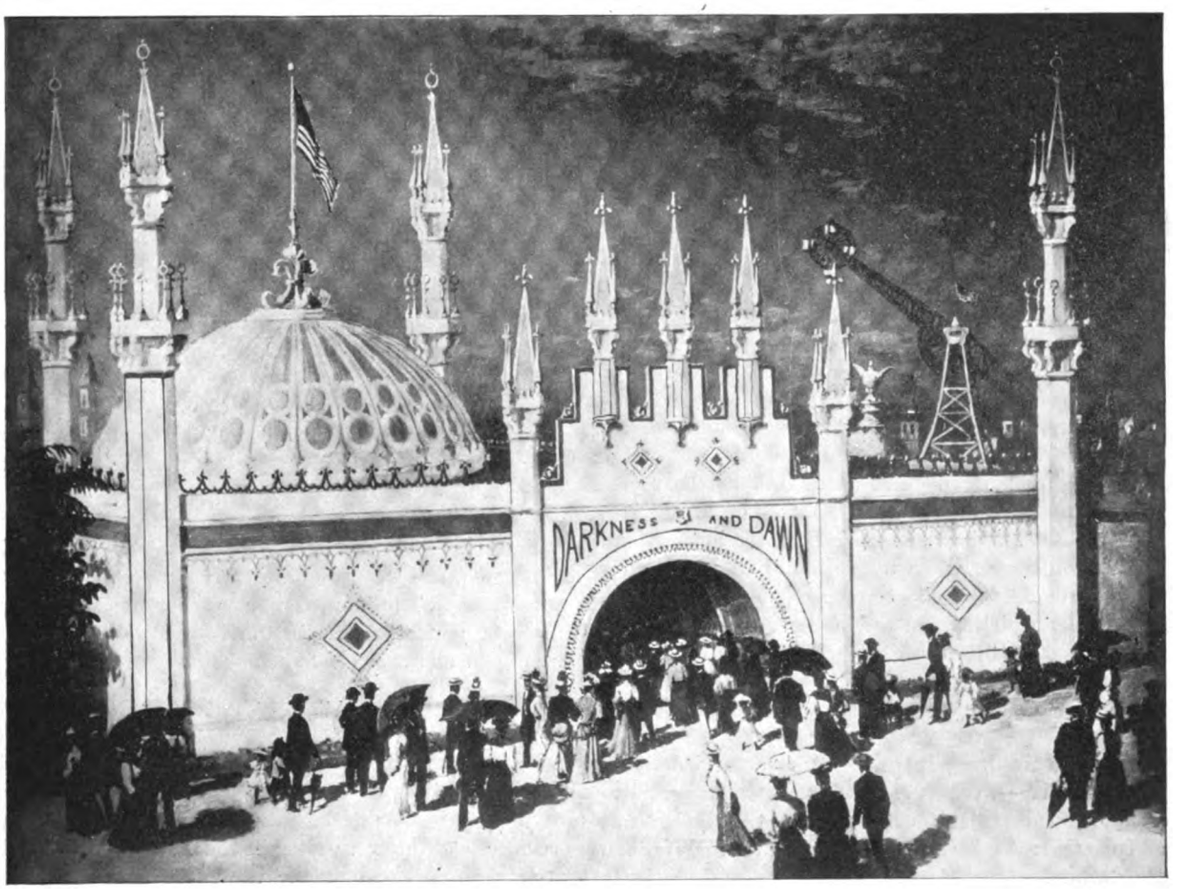
"DARKNESS AND DAWN."

A WEIRD AND FASCINATING FEATURE OF THE MIDWAY AT THE PAN-AMERICAN EXPOSITION.

"Darkness and Dawn," which is to be one of the features of the Midway at the Pan-American Exposition in Buffalo next year, is a presentation of Dante's Inferno. It is remarkably realistic, with enough of comedy to relieve the gruesomeness that otherwise might jar sensitive natures. The visitor is taken in hand by guides and conducted to an elevator by which he seems to go down, down into hopeless darkness. As he steps from the cage he finds himself in a cool retreat with jovial companions, such as a living skeleton, a widow in her weeds, an undertaker or two. It is the threshold of the place which good people expect to avoid in

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the hereafter. The visitor, under the protection of guides, is assured of safety. He is led through a series of corridors and grottos, along burning lakes and other devices of torture, where he may witness the punishment of those who juggle with the truth, who borrow umbrellas and neglect to return them, who gossip about their neighbors and who otherwise trespass on the rights of others. The lesson is a salutary one. Presently the scenes of purgatory are passed and the visitor comes to the "Grotto of Dawn," where maidens are dancing and singing and wonderful illusions greet the eye. The music and brilliant scenes form a happy ending of the journey. After tarrying a few moments in the grotto the visitor returns once more to the realm of every-day life.



"DARKNESS AND DAWN."—A WEIRD AND FASCINATING FEATURE OF THE MIDWAY AT THE PAN-AMERICAN EXPOSITION.

Meaning of Some of the Commoner Electrical Terms.

People who are not actively engaged in electrical work are becoming familiar with the names of the common electrical units, volt, ampere, ohm, and watt, but few of them have any idea of what these words mean. A simple analogy may be of assistance to them. Imagine a pipe carrying a stream of water—an ordinary service pipe from a street main entering a house, for example. If water is flowing through it its analogy to a wire carrying a current of electricity is quite close. The pressure of the water is measured in pounds per square inch. The corresponding pressure or electro-motive force, which forces the electric current through the wire, is measured in volts. The rate of flow of the water in the pipe is measured in gallons per minute; the electrical flow is measured in precisely corresponding units called amperes. Suppose, with a given pressure on the pipe, its area of cross section is made smaller or its length larger, or it is roughened inside, less water will flow through it, or we may say its resistance is increased. This property of all substances and objects which conduct electricity—resistance—is of great importance. It is measured in units called ohms. To illustrate these units practically, an ordinary cell or battery, wet or dry, such as is used with electric bells, keeps up a pressure of about one and one-half volts on wires connected with it. The current used in ringing an electric doorbell is about one-tenth of an ampere. The resistance of iron telegraph wire is about twenty ohms per mile for the ordinary size. Whenever a current of an ampere passes under a pressure of one volt it does one watt of work. The watt is an exceedingly useful unit; it represents work done at a given rate of power, and it is the connecting unit between electrical and mechanical measurements. It represents work equal to lifting three-quarters of a pound one foot in one second. A sixteen-candle power lamp uses about fifty watts. A fan motor of the usual kind requires about eighty watts, both taking current from mains kept at a pressure of 125 volts in New York city. Larger powers are expressed in kilowatts, a kilowatt being 1,000 watts, and equivalent to about one and one-third horse-power. All these units are named for famous electricians; the ohm in recognition of Dr. George Francis Ohm, a Danish physician, who discovered the laws of electrical resistance. The volt is named after Alessandro Volta, who invented the electric battery just a century ago this year. The ampere commemorates the name of Andre Marie Ampere, a French electrician, who did brilliant work in the early years of the nineteenth century, and the watt is named for James Watt, the man who made the steam engine practical.—*American Exporter.*

The statistics of German emigration for 1899 show that 23,740 persons left the country to cross the ocean. There has been a great falling off in emigration since 1894, when there were 120,089 German emigrants. The decrease is due to the commercial and industrial prosperity of Germany and to the care taken by the State for the welfare of the working classes. Out of the 23,740 German emigrants, 19,016 went to the United States in 1899, and 1089 sailed from Bremen for Brazil, against 629 in 1898. The increase is due to the concession obtained by the Hanseatic Colonization Society.

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Indiana Retail Hardware Dealers' Association.

The fourth semi-annual meeting of the Indiana Retail Hardware Dealers' Association opened Wednesday morning, August 1st, in the parlors of the Grand Hotel, Indianapolis, with President W. H. Weed, of Vincennes, in the chair.

Upon calling the meeting to order, at 10.30, the roll call followed, fifty members being present. The reading of the minutes of the last regular meeting was next in order, and this was followed by the report of the secretary-treasurer, W. W. Robb, of New Harmony. Mr. Robb, in consequence of too much pressure of business matters, was compelled to tender his resignation, which was accepted with regret, and the selection of a new secretary was deferred until the afternoon session.

Several invitations were received from Indianapolis manufacturers, extending to the delegates the hospitality of their establishments, and other forms of entertainment during the stay of the association.

WEDNESDAY AFTERNOON SESSION.

The Wednesday afternoon session was called to order at 1.30. It was decided to permit the trade press to take down the discussion, subject to the revision of the press committee. Messrs. W. P. Lewis, Comstock and Bowen were chosen as a press committee.

The election of the secretary following, M. L. Corey, of Argos, was unanimously elected. Mr. Corey accepted this office, returning his sincere thanks to the associated members for their confidence in his ability, and made a very pretty little speech, urging harmony and hard work as the prerequisites for a successful organization. A vote of thanks was given to W. W. Robb, the retiring secretary, for his services.

The Association concurred in the action of their delegates to the Inter-State Association conference held in Chicago, March 12th, under which action the Indiana Association became members of the Inter-State Association. A committee of three was next appointed on the revision of the constitution, the committee consisting of Messrs. Pugh, Fulton and Bush.

Some discussion resulting in regard to free rural delivery contemplated by the parcels-post bill before Congress, as to its effect upon local trade if carried out, a resolution was moved and carried: As individual members of the Indiana Retail Hardware Dealers' Association, each should write a letter to his congressman, asking him to oppose this bill. After discussing the parcels-post and free delivery bill above referred to to some considerable extent, the meeting adjourned at 3.40 P. M.

WEDNESDAY EVENING SESSION.

The evening session of the Association convened in the parlors of the Grand Hotel at 8.15, President Weed calling the meeting to order, and motion was passed that representatives of the manufacturers who were present should be invited to participate. W. C. Kelly, of the Kelly Axe Mfg. Co., Alexandria, Ind., made a short address having reference to their goods being sold by catalogue houses. Mr. Clark, of E. C. Atkins & Co., was also called upon and made an informal speech on the same subject, and M. L. Corey, of Argos, also had something of interest to say upon the subject, and he was followed by Mr. Lewis. The discussion proved of considerable interest, and was participated in by a number of delegates. The meeting adjourned at 9.20.

THURSDAY MORNING SESSION.

President Weed called the meeting to order at 9.15, and referring to the invitation extended by E. C. Atkins & Co. for a trolley ride to be participated in by the members, as a large number had already stated their intention of attending this ride, on motion of Secretary Robb the Association accepted the invitation as a body.

Considerable business of an executive character was participated in and finished, including the appointment of a committee of five to make arrangements for holding the next annual meeting of the Association at Indianapolis; also a committee of three to arrange for a programme and necessary appointments for the forthcoming meeting of the Association in February.

The committee appointed to revise the constitution and by-laws then reported through Mr. Bush, the chairman. The results of their labors having been read were passed upon affirmatively and adopted. Motion was made and carried that on and after February, 1901, the annual dues should be $4. M. F. Lewis, C. F. Boonshot and W. H. Gordon, of the committee on resolutions, then presented the following resolution, which was carried:

Resolved, That the Indiana Retail Hardware Dealers' Association are opposed to the passage of the Pettigrew post and parcel bill, as it could benefit but a small class, and would be detrimental to the business of the people generally, and that the secretary be instructed to send a copy to each senator and congressman, asking them to vote for the defeat of this bill.

The Question Box was next opened, and the usual subjects for discussion taken from it, covering a number of points of interest to the members present, which aroused more or less discussion.

A motion was passed, thanking the manufacturers who had so liberally entertained them, including E. C. Atkins & Co., the Estate of P. D. Beckwith, and others.

The question of increasing the Association's membership was thoroughly discussed, the decision being that a good canvasser for members should be secured to go through the State, it having been ascertained that this was the most economical method of securing the same.

The meeting adjourned at 12.30 P. M., having enjoyed the semi-annual convention with a greater degree of interest than usual, and from which they might reasonably anticipate a more complete organization, more thorough work for mutual interests, and a success in the future well deserved by the intelligent efforts made to achieve it.

Nothing to Learn.

When a retailer takes the ground that there is nothing to learn, write it down that there is a retailer that is a failure. His methods of doing business will not stand the test of experience, continues a writer in the *Trade Review*. Whenever you find a retailer who is seeking information, who is interested in new methods as he finds them, who believes in doing business on a better basis this year than he did last year, write it down that there is a retailer who is competent by instinct and that he will grow.

The spirit of economy that says one dollar a year is too much to pay for a well-ordered, thorough trade paper, is that kind of economy that at the same time speaks out the narrowness of the retailer who says it and tells of his incompetency as a retailer. Do not misunderstand. We are not contending here for the reading of a trade paper for selfish purposes; we are drawing the legitimate conclusion that if a retailer has not yet reached the point where he knows the importance of spending a moderate sum of money a year for trade information, he is not sufficiently wide-awake to be a good retailer, and he will never be a leader in the community in which he works.

Why is it that we speak of a certain merchant as being enterprising? Is it because he believes in economy in the matter of store light? Is it because he permits his store to be a center for gossip? Is it because he does not understand the art of displaying goods? Not a bit of it. We say he is enterprising because there is an atmosphere about his place that impresses us. We know instinctively when a man is awake in business. And just as instinctively we drift into his place of business when we wish to purchase, because we know that we will be best treated from every standpoint when we buy our merchandise from the retailer who knows most about what is going on in the centers of trade.

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The "P. & B." Paris Exhibits.

Among the most novel of the American exhibits at the Exposition is a pavilion erected by The Standard Paint Co. of New York. It is unique in construction and its location at the Avenue d'Iena entrance.

The inscription, "Standard Paint Co.," the American and European trade marks, and the various head offices—New York, London, Paris, Hamburg, Berlin, and Sydney—appear on the front of the pavilion, while, surmounting the roof as a weather-vane, is the well-known "P. & B.," with the rooster trade mark in gold. The trade mark seems peculiarly fitting in a place so entirely Gallic in character, as the building itself is occupied by the officers of the Paris Customs, which is indicated by the legend "Poste d'Octroi."

By special concession, after the French architects had themselves made successful use of P. & B. Ruberoid in the hallways and on the stairways of the chief operating building of the Exposition Commissioners at No. 2 Avenue Rapp for more than a year before the Exposition opened, it was arranged that an ornamental pavilion, to be constructed inside and out, flooring, sides, ceiling and roof, of Ruberoid, should be erected for the use of French authorities in the Colonial



THE STANDARD PAINT COMPANY'S PAVILION AT PARIS EXPOSITION 1900
CONSTRUCTION EXTERIOR AND INTERIOR DECORATED RUBEROID

THE "P. & B." PARIS EXHIBITS.

section. Thus a building purely American in material is being actually used during the term of the Exposition by the French Government. It is classified in the section of architecture.

Ruberoid, which has been so largely used as a roofing all over the United States, in nearly every European country, in Australia, Africa, and parts of Asia, is shown in the Paris pavilion capable of the highest art decoration.

The Ruberoid covering the exterior walls is decorated in imitation of gray birch with pilasters in oak. The roof is Ruberoid undecorated. The interior walls, above the base of imitation wood, are tastefully painted in floral designs on a delicate background as in fresco. The ceiling is paneled and the Ruberoid elaborately decorated in allegorical design, emblematic of the American, European, Asiatic, and African continents. The flooring bears a tastefully colored border in Grecian design, and though Ruberoid was in service as a decorated flooring at the recent Brussels, Sydney, and other expositions, the Paris decorations are of a higher artistic grade than has heretofore been attempted, and as floors covered with Ruberoid have shown a lasting quality of over five years, here would seem to be a material that will ere long prove a formidable rival to oil and other floor cloths, having the further merit of being far below such in cost. While other flooring manufacturers were paying high prices for the privilege of laying their floorings in various parts of the Exposition, many solicited Ruberoid for their floors.

The roofs of the Exposition warehouses in the Rue Javelle are also covered with Ruberoid, and thus has this American product on its special merits won the highest place, where the barriers of tariffs, natural trade prejudices, and the world's competition were all encountered.

In the American section (Machinery and Electricity department) the P. & B. electrical compounds, insulating varnish and tape are shown; in the Civil Engineering and Transportation Department are the well-known P. & B. insulating papers, roofing, and other products of the Standard Paint Co.

The reproduced photograph shown in this issue gives a very clear idea of the pavilion which typifies a material, the use of which in the past ten years has spread from its native New York and New Jersey to the De Beers mines, South Africa, to the German settlement at Kiautchau, China, and every portion of the civilized earth.

The chief offices of the company in Europe are at 50 Boulevard Haussman, Paris; 59 City Road, London, E. C.; both of these offices being in charge of Robert W. Blackwell & Co. (Ltd.), at 16 Friedrich Strasse, Berlin, and 33 Grimm, Hamburg; the German offices being in charge of Allut Noodt & Meyer Co. (Ltd.).

American visitors to the Exposition will be heartily welcomed at these offices, and every possible courtesy will be extended to them.

J. D. Warren Mfg. Co.'s New Factory.

The J. D. Warren Mfg. Co., Chicago, Ill, are moving into their own establishment recently secured at Quincy, Ill. They gave that city preference over other locations on account of freight facilities in securing material by water transit and less liability of labor trouble that larger cities are exposed to. They also favor Quincy on account of the expense of living being much less for their workmen, which naturally reduces cost of production, and this their customers will receive the benefit of. Their new factory will be equipped with the most modern machinery, every new device will be secured for rapid and perfect construction of their Hardware Cabinet Shelving, to which they will confine their entire attention. Their finishing department alone is 150 feet long, 40 feet wide, and four stories high, aside from separate buildings for machine work, dry kilns, and lumber sheds. In this department all outfits, whether of one or one hundred cabinets, bases, etc., are placed in position and fitted as perfectly as if they were in the store for which they are designed, the height of ceiling of one large room being ample for this special purpose.

When to Stop Advertising.

An English journal requested a number of its largest advertisers to give their opinions concerning the right time to stop advertising, and the following replies were received:

When the population ceases to multiply, and the generations that crowd on after you and never heard of you stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you stop making fortunes right in your sight solely through the direct use of the mighty agent.

When you forget the words of the shrewdest and most successful men concerning the main cause of their prosperity.

When younger and fresher houses in your line cease starting up and using the trade journals in telling the people how much better they can do for them than you can.

When you would rather have your own way and fail than take advice and win.

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John Chatillon & Sons' New Catalogue.

John Chatillon & Sons, 85-93 Cliff Street, New York, have recently published an extremely important catalogue of spring balances, scales, butchers' cutlery, and other goods controlled, manufactured or handled by this old house. This is one of the most progressive catalogues they have ever issued, being extremely complete in every particular, printed on excellent paper, handsomely illustrated, containing 264 pages, and bound in cloth with gilt back and title. Included in its contents will be found everything connected with their line of business, from the ordinary common straight spring balance to the heavy circular dial balance in use by butchers, fishmongers and others desiring convenient methods of weighing the products they handle. Their regular line of goods has been so long before the trade that they are being imitated by others, and Messrs. Chatillon & Sons feel called upon to announce to the trade that in order to protect the merits of their spring scales, so well and favorably known for sixty-five years, they desire to inform the trade that every spring scale manufactured by them has their name as makers plainly on the dial. They have advertised this fact thoroughly not only in the columns of *Hardware*, but those of other trade journals, and there is no excuse whatever for the trade being deceived in this important particular. Any scale without this name on the dial is not a "genuine Chatillon scale." Included in the contents of the catalogue will be found warehouse balances, circular coal balances, leather inspectors' scales, dynamometers, board scales for weighing pasteboard, chair balances, underwear scales, the inner circle of the dial giving the weight of a single article placed upon the scale, while the outer row of figures at the same time gives the weight per dozen. Every variety of scale now before the Hardware trade seems to be included in the assortment manufactured by this concern, more particularly such scales as are in use by prominent manufacturers, such as equivalent scales, by which manufacturers and dealers estimate quickly and accurately the weight of a quantity by simply weighing a sample piece. In using an ordinary scale for this purpose the inaccuracy of the weight of a single piece multiplies according to quantity, all of which is obviated by the use of this scale. One of the most suggestive scales made and included in the assortment is called the "Favorite" beer scale. It is well known that beer cannot be measured accurately in a liquid measure, and that the same quantity cannot be given twice alike except by weighing it. By the use of this scale the dealer is enabled to know exactly what quantity is furnished every time, as the froth does not count in the weight. Family scales of every description are also included; likewise market scales with high columns and extra bases. Included in the assortment of goods covered by the catalogue may be found various appliances used in common with the scales, such as weights, brackets, measures, twine reels, etc. A portion of this catalogue is devoted to the product manufactured by the Foster Bros. & Chatillon Co., which embraces the large line of knives, cleavers, steels, etc., formerly made under the name of Foster Bros. and the Phœnix Knife Co. The Foster Bros. knives are made especially for the meat-cutting industry, and by that large body of users have been favorably and universally known. They are here fully illustrated in all the styles that are made, list prices accompanying the same, and in addition to those shown are a variety of other appliances that are desirable in the same connection. This line also includes a large assortment of cleavers that have been marketed under the name of Foster Bros. and still retain that stamp. John Chatillon & Sons are the sole agents for the United States for Friederich Dick's Magnet Diamond steels. These goods have attained their high standard of merit by the aid of a special steel which is used only by Dick's Works in Esslingen. This catalogue is one that no Hardware library should be without, as it covers so large a line of goods not apt to be found in any other catalogue in the trade between two covers. We are pleased to state that John Chatillon & Sons will gladly distribute the catalogue to the trade upon application being made to them for the same.

National Enameling & Stamping Co.'s New Catalog.

One of the most pretentious and ambitious catalogues ever offered in the interest of the line of goods now controlled by the National Enameling & Stamping Co., 81-83 Fulton Street, New York, has been recently issued as "Catalogue No. 1" of this concern. It is certainly the most complete one that has come under our observation, embracing this great line of goods. They state in the prefatory remarks that they illustrate and describe in it the various goods manufactured by the company, it being their object to embody in this book the complete lines manufactured by their predecessors, whose individual plants they acquired, and which embraces the following well-known concerns: Haberman Mfg. Co., New York; Kieckhefer Bros. Co., Milwaukee, Wis.; St. Louis Stamping Co., St. Louis, Mo.; Matthai, Ingram & Co., Baltimore, Md.; American Stamping Co., Brooklyn, N. Y.; Eastern Tinware Co., Portland, Conn., and the Stewart Enamel Co., Bellaire, Ohio. The enumeration alone of the companies here given is sufficient indication of the contents of this important catalogue, in compiling which it was found necessary to change quite a few conflicting numbers, but an endeavor was made to arrange the new numbers so that when ordering by name and number only it may be understood what is wanted without a further description, and this, it may be mentioned, is one of the most important features of an intelligent catalogue. It is considered quite necessary that the numbers as given in this book shall be used in the future in making up orders, as that is the only way by which correctness can be assured. The compiler deserves great credit for his work, as he has undoubtedly had an abundance of it. No attempt has been made to give prices throughout the catalogue, it being intended especially as one of reference in making up orders, and prices no doubt will be furnished on separate price lists. A telegraphic code is given to facilitate rush orders by telegraph or otherwise, which will undoubtedly be found of great assistance. The contents of the catalogue are divided into the followng divisions: Granite steel ware; Blue and white enameled steel ware; White and white enameled steel ware; Ornamented enameled steel ware; Deep stamped ware; Plain and retinned shallow stamped ware; Tinners' trimmings; Wrought steel and copper metal ware; Plain and retinned seamless sieves; Tea, table, and basting spoons; Railroad milk cans and dairy supplies; Pieced tin ware; Heavy polished ware; Polished and nickel-plated copper and brass ware; Japanned ware and heavy japanned ware; Tea trays; Black and galvanized steel ware; Kitchen sinks; Plumbers' supplies; and Lawn and garden furniture. No previous catalogue has ever embodied in its contents so desirable a variety of housefurnishing goods, and it must prove admirably advantageous in the extension of an export trade for this particular product. The issue of this book amounts to 35,000 copies, and over a year was occupied in its compilation and publication. Over four carloads of material entered into its construction, the paper weighing 96,000 pounds. One ton of paper was used for the covers alone, and it required 3,050 illustrations to properly embellish its pages so that it might be thoroughly understood. A few lithographed pages are inserted in their proper places, calling attention to Granite steel ware, Venetian and Brilliant enameled steel ware, which are there shown in their natural colors. It is the intention of the company to distribute this book liberally to all interested throughout the entire world, and they state if any dealers who have not received a copy should like one and will write for the same, their requests will receive prompt attention. This offer on the part of the company, we hope, will be largely availed of by the trade, as a more important catalogue of its kind has never been brought to our attention; so portable and yet so complete.

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THE GREAT INVENTOR, HARVEY.

A handsomely printed and illustrated book of 100 pages, in which is given in detail the work of Hayward Augustus Harvey and his father, Gen. Thomas William Harvey, just published, is of considerable trade interest. Hayward Augustus Harvey was for some time prominent in the affairs of the screw companies established in Providence, and later as the inventor of the armorplate which about eight years ago successfully met the severe tests of the Navy Department. This memoir was prepared by the sons of the distinguished inventor, and it contains a great deal of information relative to the manufacture of screws and the making of Harveyized armor, the name given the new material for protecting ships of war.

Thomas William Harvey, the father of Hayward Augustus Harvey, was born in Vermont in 1795, and invented machinery for cutting screws and established a screw factory in Poughkeepsie, N. Y. Later he became interested in the iron and steel business. One of his principal inventions was the "rotary toggle joint press," patented in 1832, and described as "a machine of immense power, possessing all the advantages of the screw or inclined plane, with the additional advantage of almost a total reduction of friction." It was utilized in the heading of screw blanks and other screw machinery, and was patented in 1837. Gimlet-pointed screws were made. In 1846 he patented automatic machinery for the production of screws, and was identified with various screw companies. Gen. Harvey died in Connecticut in 1854 from injuries received in the Norwalk railway accident. His age was 58 years.



HAYWARD AUGUSTUS HARVEY.

Hayward Augustus Harvey was born in Jamestown, N. Y., in 1824. His first connection with the screw industry was in the capacity of draughtsman, and after his marriage in 1849 he located in Somerville, N. J., where he had charge of a wire mill which furnished material for a screw company. Then he was employed by the Harvey Steel and Iron Company at Mott Haven, where the stack is still standing near the Harlem river, and after his father's death took up the subject of screw machinery and came in contact with the Providence manufacturers of screws, who had made use of Gen. Harvey's patents. Mr. Harvey was one of the agents of the American Screw Company until 1863, when he retired and invented a set of automatic machines, consisting of headers, shovers, and nickers, and in 1865 established the Continental Screw Company of New York. The Continental plant four or five years later was purchased by the American Screw Company and the machinery was taken to Providence. Mr. Harvey again became an adviser of the American Screw Company and spent a great deal of time with the Peru Steel and Iron Company, a concern with mines and forges at Clintonville, N. Y. His next important work was in the production of machinery for rolling threads on screws. The Harvey Screw and Bolt Company was organized, but the factory commenced at Lime Rock, Conn., never was finished, and the patents and machinery were sold to the American Screw Company of Providence and the Nettlefolds of England. The cold forged screw then became the standard, displacing the screw on which the threads were cut. Mr. Angell, of the American Screw Company, in a letter written in 1887, gave Mr. Harvey credit for his inventions, and the Harvey machine for rolling threads attracted much attention in Europe.

The Harvey Steel Co. was formed in New York in 1886 for the purpose of developing a new process of hardening low grade steel invented by Mr. Harvey. Furnaces were erected in Jersey City, and hardened armor plate was the most important product. The validity of the Harvey patents was established, and the contest between guns and armor commenced again. The Harvey armor, it was estimated, afforded from 50 to 70 per cent. more protection than any furnished by European makers. In 1892 the plate resisted five projectiles from an eight-inch gun without cracking. The adoption of the armor by the United States Government followed, Commodore Folger having pronounced it the "most wonderful armor ever made, its resisting power being astounding." The process hardened the plate several inches deep, the remainder being left in its original condition. The surface was hard and the back soft and tough. Tests were made in England, and the Harvey plates were adopted by various foreign nations. Mr. Harvey died in 1893, just after receiving notice of the recognition of the great value of his process by European Governments. Three years later only the Harvey plates were acknowledged as the standard.

From 1859 to 1893, Mr. Harvey was granted 78 patents, the greater number being on screws and screw-making machinery. His armor plate was patented in 1891, and the composition for super-carburizing steel and the manufacture of steel rails in 1893.

The author of the very interesting volume is Dr. Thomas W. Harvey, of Orange, N. J.—*Providence, R. I., Journal.*

Obedient Boy—Mamma, may I speak?

Mother—You know that you must not talk at table.

"May I not say just one thing?"

"No, my boy. When papa has read his paper you may speak."

Papa reads through his paper, and says, kindly: "Now, William, what is it?"

"I only wanted to say that the water-pipe in the bath-room had burst."

Then they heard an ominous "drip, drip," and all hands were piped to swab floors.

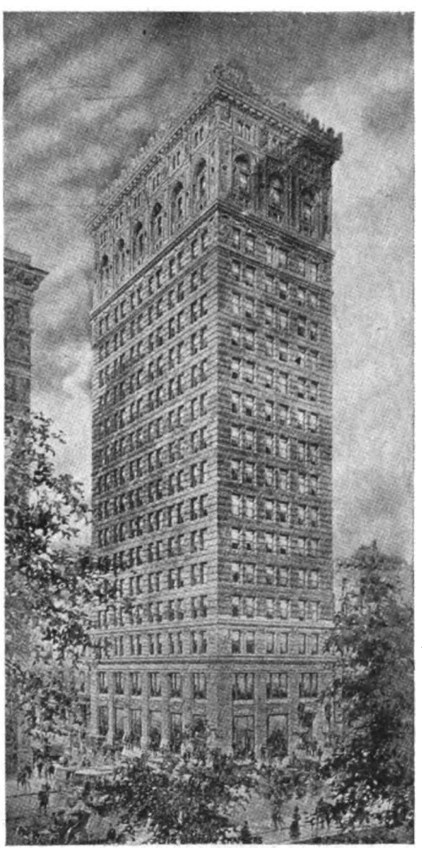
Paris has the largest and most complete sewerage system in the world.

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Model of a New "Sky-Scraper" at the Paris Exposition.

One of the most striking and instructive of the American exhibits at the Paris Exhibition is that showing the construction of the modern type of steel-frame office building. The people of the Old World have never believed in the eggshell structures of the present day in America. Their masonry has been always massive and, therefore, low. With them the walls are used to support the weight of the building, and it would be almost impossible to construct walls capable of supporting the immense pressure of superincumbent masonry which would be present in a stone building of twenty stories. They insist that walls are massive because they are weight carriers.

This American skyscraper is being sent across the ocean in the hope that Europeans may be convinced thereby that their ideas about walls are wrong. They are to be shown that the wall, as newly constructed in America, is not a weight bearer at all; that the weight of great buildings is now supported by the steel skeletons concealed behind their fronts of terra cotta, just as the bones within a man's body maintain him in an upright attitude; that the inclosing bricks and mortar have no more stiffening power than the coat on a man's back, and serve no other office than to exclude the wind and rain.



BROADWAY CHAMBERS.

The building represented is not an imaginary one, but an actual structure, known as "BROADWAY CHAMBERS," which was erected at the corner of Broadway and Chambers Street, in New York city, during the fourteen weeks ending January 23d of the present year. It is eighteen stories high, ornate in decoration and symmetrical in contour. Several models representing the whole and portions of this structure in miniature constitute the exhibit. One of these is a model of the building as it now appears, made of plaster of paris. It stands only twelve feet high, while the building which it represents is 228 feet high, yet every little detail of the ornamentation is faithfully reproduced in it.

A second model, less beautiful than this but far more striking and instructive, and also much more troublesome to construct, was one showing the steel frame. It took no less than three months to find a machinist who could do this work. To appreciate the magnitude of the undertaking, it is only necessary to say that every beam and joint and upright in this last building had to be reproduced in miniature, and that there were no less than twenty thousand separate pieces in all. Several machinists tried to roll them out of solid metal and failed. At last the work was successfully accomplished by using thin sheet brass, laboriously cutting it to the required size and then soldering the sheets together, so as to give the effect of the hollow steel beams used in the actual construction. In each one of these hollow beams four sheets of brass were used, and the whole was nickel plated. This model will have imitation boilers, engines, and furnace in the basement, and from the last a tall smokestack will rise up through the frame and project above the roof. There will be three elevators, whose 12 feet of height will be expressed in little bronze cages only 5 1-2 inches high, and in which two or three humming-birds would be crowded. In fact, it is interesting to note that if the completed model could be peopled with manikins, each 2 1-2 inches high, they would have just about as much room as full-sized men now enjoy in the real New York skyscraper. In addition to the engines the metal skeleton will be fitted up with all the steam pipes, water pipes, gas pipes, and electric wiring which the real building has, and each of these systems will be expressed in pipes of different colors. One of the little elevators will be run by electricity.

Behind the metal skeleton will be shown an exact, full-size reproduction of the engines and dynamos by which the machinery in the "BROADWAY CHAMBERS" is operated, and on the opposite of the aisle, behind the plaster model, there will be a complete room, which will look as if it had been actually sawed out of the original building, in such a way as to expose the beams which hold up the floor, the joists which help to form the wall, and the entire system of piping and fireproofing which is usually concealed behind the plaster. The inside will present all the appearance of an actual room, with finishing, painting, and decoration complete, even to the chandelier hanging from the ceiling.

It is hoped that many, if not all, who see this exhibit and take time to study its details will be convinced that American steel construction is the most economical and useful, if not the most artistic, method of building.—*American Exporter.*

Making Wooden Dishes.

The manufacture of wooden dishes at Sandy Creek, N. Y., which is a center of this industry, is thus described: Coming from the veneer machine the strips are cut by a swing saw into squares, the thickness being 1.20 of an inch and from 6 to 12 inches square. These go up an elevator to a dry room. Each square is placed on edge in long, dry racks, this work being done by girls. The wood is thoroughly dried by means of hot air, on racks drawn by two endless chains through a corridor some 200 feet long, arranged with a huge fan at one end and myriads of hot steam pipes at the other. When dried the "sides," as they are then called, are cut, forty at a time, into circles by means of circular knives and a die cutter. The sides are put up by girls into bunches of forty each. Great pains are taken to cross the grain to prevent splitting while being cut and pressed into shape. Now what were 'sides" are called "circles." The circles go below to the press room and are again sorted over by men, who put them ten and twelve in a bunch, according to the kind of plate, whether plain or fluted, to be made. The presses are run by power and open and shut like an ordinary cheese press, each machine having from sixteen to eighteen heads or dies. These presses are kept as hot as possible by live steam running through them. Each man makes from forty to sixty-five crates for a day's work. The plates, after being pressed, are counted and sorted by girls into piles of 250 each, which are put into crates.—*Exchange.*

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RECENT TRADE PUBLICATIONS.

ANSHUTZ-BRADBERRY Co., Pittsburgh, Pa. Artistic leaflets calling attention to the manifold merits and superior ornamental excellence of the Triumph Air Tight and the Tremont Hot Blast parlor stoves. They are handsomely printed in two colors on coated paper, and would attract attention wherever seen.

A. L. SMITH & Co., 1305 Arch Street, Philadelphia, Pa. Catalogue of the Fifield Automatic Drilling Attachment, which is self-feeding and can be used in any brace. Illustrated throughout, showing the various uses to which the same may be applied, and the methods and manner of its use, the half-tone illustrations being sufficiently graphic in themselves to make detailed instructions entirely unnecessary. What little information is needed is conveyed in an off-hand manner that is original and unique.

CHAMPION STEEL RANGE Co., Cleveland, Ohio. Catalogue No. 5, illustrating and describing their line of double-flue hot blast wrought steel ranges, marketed under the names of Champion, Active Champion, Champion Jr., and Marquart. Pamphlet catalogue of 40 pages, handsomely illustrated with wood cuts, showing in detail all the important advantages embodied in the construction of these up-to-date goods. Sizes and dimensions of every particular one is given, with list prices under various conditions. Handsomely printed on good paper, and is well worth perusal by the Hardwareman who receives it, and the one who has not should ask for it.

FERRACUTE MACHINE Co., Bridgeton, N. J. Catalogue No. 13 of presses and dies. This is a pamphlet of over 40 pages, gotten up in the usual style for which the above company is noted, in which enough material is put into one catalogue to fill a volume four times the size. The catalogue refers to nearly 500 kinds and sizes of foot and power presses, lathes, beaders, dies, etc., for working bar and sheet metals, paper, cloth and leather, superseding all previous catalogues covering these lines. It is filled with illustrations giving in detail the dimensions and prices of every description of press shown, and, as above observed, is loaded with just the information that everybody requires when contemplating the purchase of manufacturing facilities of this character. It is a very useful catalogue of a very important concern.

INDIANA BENT RUNG LADDER Co., Indiana, Pa. Catalogue and price list of the patent bent rung extension ladders and step ladders. Catalogue of 50 pages, printed throughout in two colors, handsomely illustrated with half tone engravings, showing interior of Hardware stores where their system of store ladders is in operation, and illustrating their various products as well, including the single bent rung ladder, which is made in a number of lengths from ten to twenty-two feet; their single and double Columbia step ladder, the six-feet step ladder of which is claimed to sustain a weight of 700 pounds. They manufacture a variety of step ladders, among which is the Hastings step ladder, which is made with a groove in side pieces, in which there is a brace of the same material as the sides. This method of construction creates additional strength, and is highly spoken of. The Wettling step ladder is another one of their products, the sides and back made of bass wood and ironed in the same maner as the Hastings. A portion of the catalogue is devoted to testimonials from parties who have used or sold the product of this company, which would naturally commend the goods to those handling goods of this character. This catalogue may be had for the asking.

JOS. DIXON CRUCIBLE Co., Jersey City, N. J. Booklet catalogue covering their one specialty of graphite facings, and, as is customary with all publications of the Jos. Dixon Crucible Co., it is printed in good style, full of information, and very easily understood, calculated to largely create a demand for this important part of their business.

ESTATE OF P. D. BECKWITH, Dowagiac, Mich. Pamphlet catalogue of 138 pages, very artistically gotten up, handsomely printed on coated paper, and adorned with an extremely ornamental cover in imitation of water colors, reflecting considerable credit upon the catalogue maker. It is published under the name of the "Round Oak Year Book," which book and its contents cover the "Round Oak" line of their productions, showing the principle used in all its various forms, from the ordinary parlor heater to the combination heater that warms the entire house. Many special features are referred to, and the advantages of the "Round Oak" line of cook stoves and ranges are fully set forth. The illustrations are very attractive, and altogether it is an extremely handsome catalogue of its kind, without being mammoth in its proportions.

BOSTON BRIDGE WORKS, 70 Kilby Street, Boston, Mass. A very attractive publication of upward of sixty pages, embodying in its contents handsome descriptions taken by the albertype or similar process, serving to show some examples of the important work which this company have constructed during the twenty-five years they have been engaged in businesss. They are large engineers and manufacturers of steel bridges, roofs, buildings, frames, turn-tables, and in fact all classes of structural steel work, and the illustrations given in this pamphlet give an excellent exposition of the quality and style of work that may be entrusted to them. It is about as handsome a publication as we have had brought to our attention, impressing the reader with the great importance of the work, and the superior facilities the company must have to be able to do justice to it.

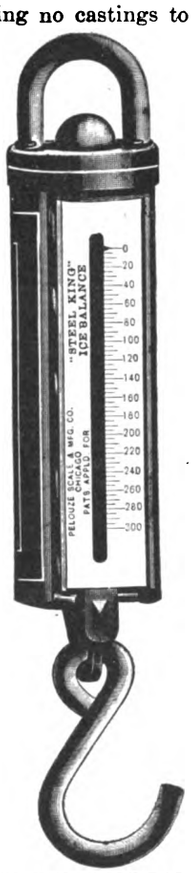
DEXTER HARRINGTON & SON, Southbridge, Mass. Catalogue No. 4 covering their line of high-grade cutlery, long and favorably known to the trade, as would be naturally indicated by their catch line, "Old Stand 1818." It is stated that some twenty or more new styles and lines are given not heretofore illustrated. The catalogue shows by the aid of full-size cuts a very important line of shoe knives of every description demanded by the workers in that important industry. They are large manufacturers of rubber knives, for which particular use heavier blades of special temper are needed, although the regular styles are similar to shoe knives. They are large manufacturers of blades for the various purposes to which these useful tools apply. One handle can be used for a number of styles, including rubber blades, illustrations showing four principal kinds, and shoe blades, of which a larger number of styles are required, together with the handles necessary for their completeness. Cloth blades for clothing cutters are also largely represented in the catalogue. Other styles of knives, such as butcher, steak, skinning, boning and sticking knives are well illustrated. Fish, carving, cheese and kitchen knives are included in the contents; also putty, paperhangers', broom, and broom corn knives, banana, oil cloth, cork knives, etc. This is a very desirable catalogue of an excellent line of goods, and a class of manufactures that the Hardware trade should be familiar with.

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NEW GOODS AND SPECIALTIES.

"Steel King" Ice Balance.

The Pelouze Scale & Mfg. Co., 133-139 South Clinton Street, Chicago, Ill., have recently put on the market the superior ice balance of which we give an illustration. It is marketed under the name of the "Steel King," and among its many features referred to by the makers, it is constructed entirely of steel, having no castings to break nor screws to

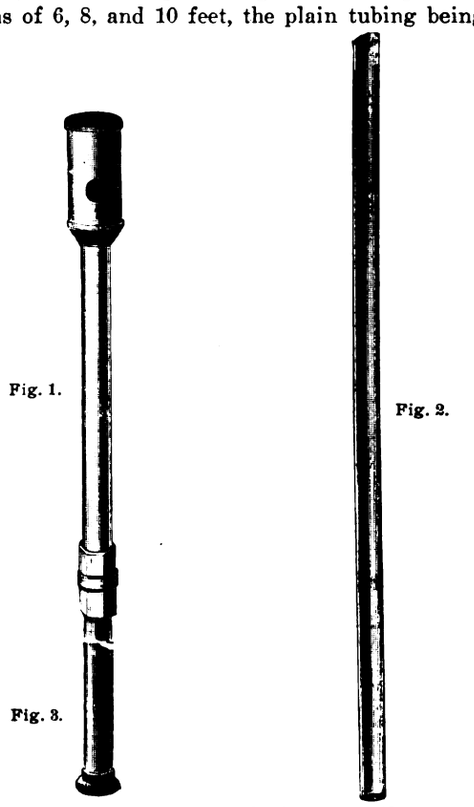


"STEEL KING" ICE BALANCE.

shake loose. The dial is finely nickel-plated, having large black figures, which can be distinctly seen, and is beyond the usual length. Each scale is provided with what is known as a "limiter," which is applied to it in order to limit the action and guard against the spring being strained beyond its capacity through any carelessness. The scale can be readily adjusted, if necessary, by removing the cap on the top, giving the screw a slight turn, this method assuring a permanency to its action. Any part can be supplied separately, and replaced by the owner without returning the scale to the factory. This alone should naturally commend its use. The "Steel King" is made in three sizes, No. 200, which weighs 200 pounds by 2 pounds; No. 300, weighing 300 pounds by 5 pounds, and No. 400, weighing 400 pounds by 5 pounds. They are boxed and weigh in all 4 1-2 pounds each. The company are manufacturers of a large line of postal, counter, family, market and confectioners' scales, spring balances, and similar Hardware goods and willingly furnish full information regarding their different products in answer to a request forwarded to them at the above address.

Kegler's Patent Tubing for Chain Pumps.

The Williams Pump Co., Norwalk, Ohio, are manufacturing Kegler's patent galvanized tubing for chain pumps, which possesses important features, substantiating the claim that it is light, clean, strong, and durable, and far superior to many kinds of wood tubing now on the market. The tubing consists of a reservoir or top piece united with a coupling, as shown in Fig. 1. Plain tubing, as illustrated in Fig. 2, is added between the top and bottom piece, shown in Fig. 3, wherever the depth of cistern or length of tubing required is greater than 19 feet. It is manufactured from the best galvanized iron, which it is claimed will not rust for a number of years. It only weighs about one half pound to the foot, while wood tubing, especially when submitted to moisture, weighs six pounds or more to the foot. This enables the Kegler tubing to be taken out easily, and put in again when necessary without much labor. The manufacturers guarantee it never to freeze, as the top or upper section is made on a taper, or is enlarged so as to allow the buckets to remain loose and the water to settle back below frost line. Among the advantages referred to by the manufacturers, it can be attached to any make of curb. It is perfectly round and smooth inside, thus avoiding all slimy accumulations. It allows the buckets to run more freely, and necessarily increases their durability. Being connected with couplings, it is readily put together, and can easily be put in under low porches and ceilings. The tubing is made in lengths of 5, 6, 7, 8, 9 and 10 feet. Long reservoir pieces are recommended for use in greater depths only. The funnel tubing forming the bottom piece is made in lengths of 6, 8, and 10 feet, the plain tubing being made



KEGLER'S PATENT TUBING FOR CHAIN PUMPS.

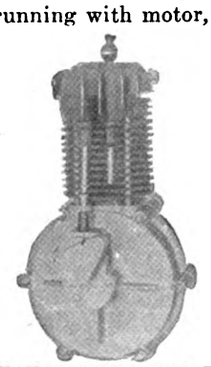
in the same lengths. The manufacturers state that if not ordered otherwise a complete coupling is attached to all reservoir and plain sections, and as it can be attached to and used with any wood curb, they are prepared to furnish free with every reservoir section a block and clamp.

Advance Bicycle Motor.

The Lowell Model Co., Lowell, Mass., are placing upon the market an improved hydro-carbon motor designed especially for use on bicycles. This is marketed under the name of the Advance Bicycle Motor, and is of the four-cycle type, and develops one horse power

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at one thousand revolutions per minute, weighs 25 pounds with aluminum crank case, and is 13 inches high. This motor can be attached to any bicycle frame by the aid of braces, and can be placed over rear wheel in position to drive with chain to friction on wheel. Or, if more to be desired, it may be placed in the frame and drive either with the friction or by chain to large sprocket on the rear hub. Either method can be applied in connection with the coaster brake, thus allowing use of the pedals in starting, and when running with motor, pedals serve as foot

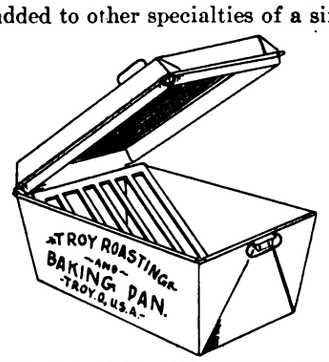


ADVANCE BICYCLE MOTOR.

rests. The manufacturers state that in the construction of this motor they have introduced several improvements over the general construction of the flange cooled motor. The crank shaft is a steel casting which obviates the liability of crank ever going to pieces from unexpected loosening up of any parts which is possible to occur with a crank built up of several pieces bolted together. This method of construction will also be appreciated by those who wish to construct motors from these castings, as work is more easily accomplished, and better results insured when completed. The manufacturers recommend for ignition on these motors the jump spark as being more reliable for the high speed than either the contact or wipe spark, as it allows a closer control of speed by variation of time of ignition. Full information regarding this improvement on bicycles will be furnished by the manufacturers upon request. As the indications are at present the motor cycle will be one of the great improvements of the future, coming to the front under the popularity of the automobile, and it is desirable that those in the Hardware trade at present handling wheels should look into these improved methods of propulsion and be prepared to undergo a civil service examination.

Troy Roaster and Baking Pan.

The Royal Polished Steel Roaster Co., Troy, Ohio, are manufacturing the Troy Roaster and Baking Pan, which has been recently added to other specialties of a similar character

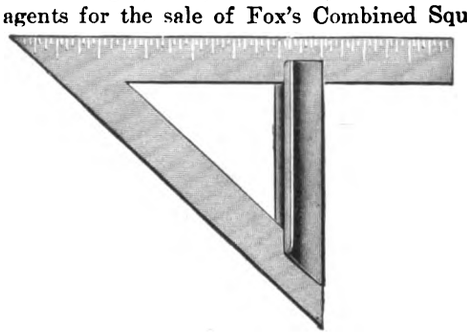


TROY ROASTER AND BAKING PAN.

that have been made by this company for a long time. This is intended to meet the demand for a lower-priced baking pan than their Royal Roaster and Baker, so well known to the Hardware trade. It is made of the best quality of American iron, smoothly finished, in four sizes, Nos. 6, 7, 8 and 9, varying in size from 10 inches wide 15 inches in length and 7 inches in depth, to 12 inches wide, 18 inches long, and 8 inches in depth. As will be seen from the illustration of this specialty given herewith, it is composed of one cover or lid, one deep pan, and one grate bar, upon which to roast. It is practically self-basting, and requires no attention in order to have it perform good work. They will be found by the housekeeper a great labor-saver, and the Hardware trade adding these to their similar line of goods, will find them a salable specialty, as their moderate price brings them within the reach of a class of trade that would hesitate in purchasing the more expensive grades of these goods.

Fox's Square and Miter.

Wiebusch & Hilger, Ltd., 15 Murray Street, New York, are sole agents for the sale of Fox's Combined Square and

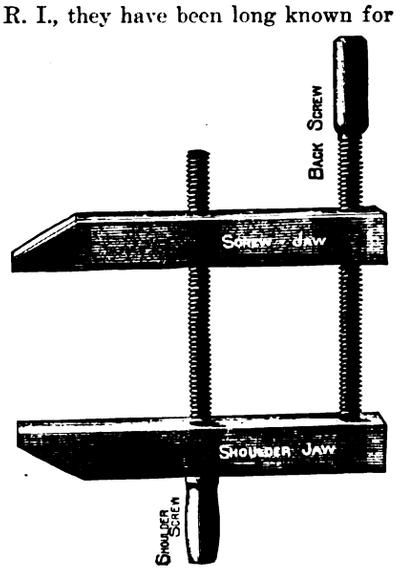


FOX'S SQUARE AND MITER.

Miter, which they are placing on the market through the Hardware trade, and which we illustrate herewith. The tool is now being made by the Challenge Cutlery Corporation, Bridgeport, Conn., which company have an established reputation for manufacturing high-grade goods, and this alone is a guarantee of the quality and finish of the article under consideration. It has been greatly improved in design, made stronger and more durable in the manufacturing of it by the aid of improved machinery. It is entirely of steel, and is guaranteed true and accurate. The desire on the part of the manufacturers is to market it at a price that will enable the customers to purchase readily, while at the same time it affords a good, profitable margin to the dealer, the manufacturers giving a liberal trade discount. The makers report that its popularity is increasing with successive orders, and the indications are that it will rapidly supersede all similar appliances for accomplishing the same purpose.

Superior Hand Screws.

Among the numerous high-grade wood specialties manufactured by the R. Bliss Mfg. Co., Main and Garden Streets, Pawtucket, R. I., they have been long known for making the



SUPERIOR HAND SCREWS.

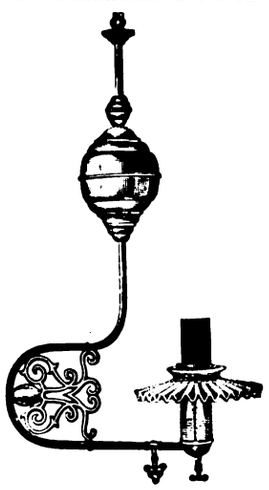
finest hand screws now before the Hardware trade, finished in a superior manner, with screws carefully cut, perfect adjustment and alignment, and just exactly the grade of goods that every Hardware store should be glad to have in their stock to meet the demands of captious customers. Separate parts of these are furnished, if desired by the trade, and screws of extra length, if ordered, can be furnished at a special price. All these hand screws are marketed oil-fin-

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ished. They are made in 17 sizes, running from the diameter of screws 3-8 to 1 1-4 inch by eighths of an inch, to an extreme length of screw from 5 inches up to 28 inches, and the whole length of jaws 4 inches to 24 inches, at varying list prices. The R. Bliss Mfg. Co. make a large line of wood specialties suitable for the Hardware trade handling mechanical appliances, and will gladly furnish catalogues of their complete line upon request.

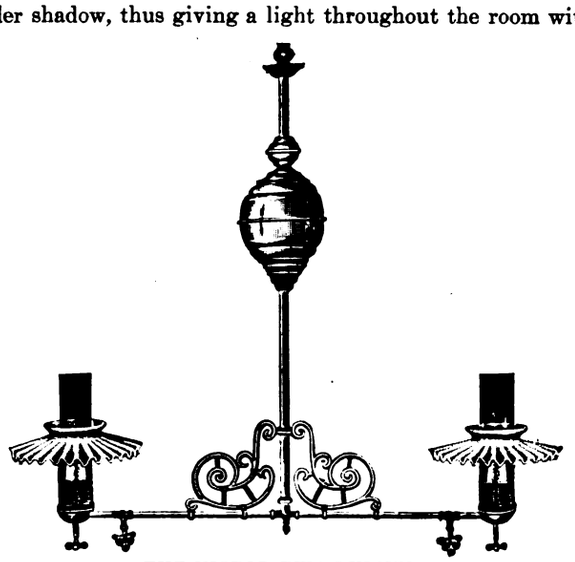
The Victor Lamp.

The Reserve Foundry & Mfg. Co., 95-97 Woodland Avenue, Cleveland, Ohio, are the manufacturers of the Victor Lamp,

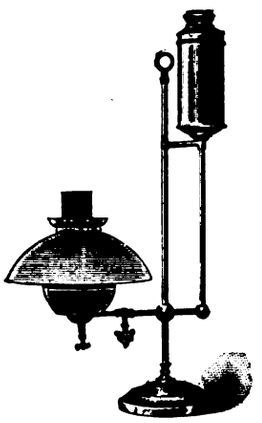


THE VICTOR JUNIOR.

illustrations of a few of which will be found in this article. It is founded upon a principle entirely new, giving the lamp an individuality of its own, and they are produced in ornamental styles that readily adapt them to furniture of the most elaborate or unconventional styles. The manufacturers claim that the light produced is more brilliant than gas or electricity, giving very little heat, and when the directions are properly followed, is absolutely non-explosive. It is claimed when these lamps are properly placed there is no under shadow, thus giving a light throughout the room without variation, making it a very convenient and desirable method of illumination for small rooms, being specially adapted for store window lighting. It is made in a number of styles suitable for suspending from the ceiling, for use as a table lamp, or in another pattern as a wall lamp that will be found useful in factories, barns, stables, etc., this latter style being the cheapest that is manufactured by this company. The lamps are made from brass throughout, each piece being inspected before being used, and thoroughly tested under air pressure in water before being placed on the market. The joints are all cut with special threaded taps and dies—on a taper, thus assuring an absolutely perfect joint. This is mentioned in order to impress the dealer with the fact that every care is taken in the construction of this lamp to avoid all possibility of danger. The goods are guaranteed by the manufacturers for one year, and they desire to have agents and distributors in each town, county and State with whom liberal arrangements will be made, as this would be a desirable addition to any stock of Hardware or house furnishing goods.



THE VICTOR TWO BURNER.



THE VICTOR TABLE LAMP.

Crescent Enamel Co.'s New Plant.

The Crescent Enamel Co., of Cleveland, have nearly completed the repairs and additions to their buildings and expect to be in full operation by the middle of August. Mr. Henry C. Milligan, who is president of this new concern, has been engaged in the enameling business since 1868, having been connected with a number of different firms during that time, and in building the new plant he has used his experience to a good advantage, for while the plant is not large—the capacity being about 8000 pieces per day—it comes very near to being perfect in arrangement.

The process used by this firm is a new one, invented by Mr. Milligan after experiments covering a period of nearly twenty years. His books record nearly four thousand different tests.

In the process of enameling, cobalt bears the same relation to enamel that solder does to tin; that is, it is used to make enamel adhere to the metal. However, in the manufacture of mottled goods, commonly called "granite ware," the cobalt cannot be used as it destroys the color of the goods, consequently the "granite ware" now on the market has a tendency to chip, or scale off, thus destroying the value of the ware to a greater or less extent. Mr. Milligan has succeeded in finding a process by which the scaling is prevented and the mottled color retained. It is the intention of this firm to place on the market a complete line of high-grade enameled goods in all the different styles and colors.

Mr. A. B. Davis and Mr. Homer Hurst, who are associated with Mr. Milligan in the management, are both men of long experience in the stamping and enameling business.

Cholly (in cheap beanery)—I say, waitaw! There's a fly in this soup, ye know!

Waiter (to group at adjoining table)—Say, fellers! Here's a guy still dreamin' it's winter!—*Puck.*

"Here's a new suit for you," said the Deputy Sheriff on the morning of the execution.

"H'm!" grunted the condemned. "For once in my life I'll be dressed to kill."—*Philadelphia American.*

PATENTS Preliminary Consultation Free.
HENRY J. MILLER,
55 Equitable Building, BOSTON.

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John Simmons Co.'s New Catalogue.

John Simmons Co., 106-110 Centre Street, New York, have issued a well printed and completely illustrated catalogue of 470 pages, bound in cloth, with gilt title on side. This is a very important catalogue, covering the extensive line of goods controlled by this company. The first few pages are devoted to cipher codes, by the aid of which telegraphic orders may be given at slight expense, the name indicating the article desired. The ciphers include pipe cipher, oil well casing, line pipe, drive pipe, and boiler tubes, with the length of the same indicated in feet and inches by code words. This part of the catalogue is made very complete, and accompanied as it is by the three divisions of "Queries and Commands," "Answer to Queries" and "Answer to Orders," it will undoubtedly facilitate all operations with this concern. The line of goods covered by the catalogue may be mentioned as iron welded pipe of every description, lap welded casing, lap welded boiler tubes, cast iron pipe, with a variety of specialties adapted for use with this description of supplies; and galvanized spiral riveted flanged pipe. Every description of pipe and pipe fittings will be found well illustrated and described, list prices being given in every instance. A discount sheet accompanies the book, being furnished to the trade only. Included in the contents of this desirable catalogue will be found every description of valve necessary for steam or water, gas or oil, and all the necessary tools in use by machinists and mechanics using these goods, including an immense variety of supplies in large assortment, making it a very valuable catalogue for the Hardwareman.

The Future Importance of Aluminum.

In a recent issue of the *Century* magazine there was a very striking and interesting article by Nikola Tesla on "The Coming Age of Aluminium," in which the famous inventor says:

"The coming age will be the age of aluminium. It is only seventy years since this wonderful metal was discovered by Woehler, and the aluminium industry, scarcely forty years old, commands already the attention of the entire world. Such rapid growth has not been recorded in the history of civilization before. Not long ago aluminium was sold at the fanciful price of $30 or $40 per pound; to-day it can be had in any desired amount for as many cents. What is more, the time is not far off when this price, too, will be considered fanciful, for great improvements are possible in the methods of its manufacture.

"The absolutely unavoidable consequence of the advance of the aluminium industry will be the annihilation of the copper industry. They cannot exist and prosper together, and the latter is doomed beyond any hope of recovery. Even now it is cheaper to convey an electric current through aluminium wires than through copper wires; aluminium castings cost less, and in many domestic and other uses copper has no chance of successfully competing. A further material reduction of the price of aluminium cannot but be fatal to copper. But the progress of the former will not go on unchecked, for, as it ever happens in such cases, the larger industry will absorb the smaller one; the giant copper interests will control the pigmy aluminium interests, and the slow-pacing copper will reduce the lively gait of aluminium. This will only delay, not avoid, the impending catastrophe.

"Aluminium, however, will not stop at downing copper. Before many years have passed it will be engaged in a fierce struggle with iron, and in the latter it will find an adversary not easy to conquer. The issue of the contest will largely depend on whether iron shall be indispensable in electric machinery. This the future alone can decide.

"While it is impossible to tell when this industrial revolution will be consummated, there can be no doubt that the future belongs to aluminium and that in times to come it will be the chief means of increasing human performance. It has in this respect capacities greater by far than those of any other metal. I should estimate its civilizing potency at fully 100 times that of iron. This estimate, though it may astonish, is not at all exaggerated. First of all, we must remember that there is thirty times as much aluminium as iron in bulk available for the use of man. This in itself offers great possibilities. Then, again, the new metal is much more easily workable, which adds to its value. In many of its properties it partakes of the character of a precious metal, which gives it additional worth. Its electric conductivity, which, for a given weight, is greater than that of any other metal, would be alone sufficient to make it one of the most important factors in future human progress. Its extreme lightness makes it far more easy to transport the objects manufactured. By virtue of this property it will revolutionize naval construction, and in facilitating transport and travel it will add enormously to the useful performance of mankind. But its greatest civilizing potency will be, I believe, in aerial travel, which is sure to be brought about by means of it. Telegraphic instruments will slowly enlighten the barbarian. Electric motors and lamps will do it more quickly, but quicker than anything else the flying machine will do it. By rendering travel ideally easy it will be the best means for unifying the hereto geneous elements of humanity."

Barrows Lock Co.'s New Catalogue.

Barrows Lock Co., Lockport, Ill. We are in receipt of a very handsome catalogue published by the Barrows Lock Co., Lockport, Ill., covering the line of locks and builders' Hardware manufactured by this company. It gives evidence of a great deal of care being taken in its compilation, and the illustrations are superior to those usually found in catalogues of builders' Hardware except those of old established companies. It is printed on excellent coated paper, the designs are well grouped, special pages being devoted to each, and on the page opposite a full set of numbers with description complete is given of every item shown, the illustrations in every case having the number or combination of numbers given in connection with the same. The book is printed in a manner that reflects credit upon the printers having the work in hand. The contents include the usual variety of builders' Hardware, and running from small latches to large store door handles. A number of front door sets and inside door sets are shown in the proper manner and described intelligently, so that the dealer may understand what he is purchasing; the illustrations are half size throughout the book, with rare exceptions. Store door handles are shown in large variety; door pulls, push plates, push buttons, name plates; even door knockers are not neglected; cast bronze and wrought steel butts in great variety; fancy surface hinges and corner plates cover a number of pages, and in addition to the usual variety of fancy bronze and bronze plated builders' Hardware will also be found the less expensive variety of goods known under that head, including hat and coat hooks, chest handles, door pulls, door handles, hinge hasps, shelf brackets, sash locks, etc. This is a book that will naturally inspire the dealer with the belief that the product contained therein will amply suffice for any retail requirement. It is well bound in cloth, gilt title, red edges, and of convenient size, 7 x 11 inches in dimensions.

"That trip to Europe did much to broaden your son Henry's views and polish his manners, didn't it?"

"I should say so. Instead of saying 'I'll bet you,' as he used to do, he now says 'I'll lay you a wager.'"—*Chicago Times-Herald.*

"What is the honeymoon, pa?"

"Well, the honeymoon is the only period in a man's life during which he considers it funny to come home and find that his dear wife hasn't dinner ready on time."—*Ex.*

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How Wire Fencing is Made.

The rapid extension in the use of American steel wire fencing renders the following account of how such products are made of widespread interest. The factories described are among the largest in the country and are engaged in making every kind of fencing in general demand, including field and hog fencing, poultry fencing, lawn and cemetery fencing, and park fencing. Over 130 different machines, according to *Farm Machinery*, are used in these factories, and the variations in height, fabric, mesh, pickets, etc., constitute a remarkably large assortment. No less than 222 different styles, sizes, and varieties of fencing are constantly carried in stock to supply the trade. The highest fence made is 8 feet and the smallest regularly turned out is 13 inches. The machines used are in each case specially adapted to turning out one kind of fencing, but in manufacturing narrow widths two rolls of fencing are often turned out at the same time on one machine.

The improvements made in the more recent machines are quite marked. In the first machines, for instance, the pickets for hog and field fencing were crimped in a special machines for that purpose and then inserted by hand in their proper place in the weaving machine, previously prepared with cables or longitudinal wires after the fashion of a cloth weaver's warp. In the improved machines the whole process is done on one machine, which automatically draws the wire from a side reel into the proper place for a picket, cuts it off and crimps it and locks it into the cables. Probably the most interesting machines are those weaving poultry fencing. In these fencing wire is wrapped alternately on two strands of the heavier wire or cables running longitudinally. In crossing back and forth they form the mesh, which can be made large or small as desired. The guides through which the fine wires pass are shifted automatically from one cable to the other as soon as the necessary wraps are made. The shifting is done by an ingenious arrangement in connection with the cable twisters in the head of the machine, operated by a series of gears moved in unison with one another. The poultry fencing thus made is of unique pattern, having a cabled selvage and a cable every foot in the height of the fence. The lines all being parallel in this fence, the tension is distributed equally throughout it and on a straight line. Owing to this construction a full roll of 20 rods can be stretched at one time without injury. The posts are placed 16 to 20 feet apart. This enables saving to be made of fully half the number of posts ordinarily required, while top and bottom rails are rendered unnecessary, thus making a saving in that respect. The body of the fencing can be stretched as firmly as the edges.

The weaving machines are all built to weave the fencing in a horizontal position, the completed fencing being rolled on a large drum or cylinder not very high from the floor, so that the finished roll can easily be taken off the drum and removed. The machines are arranged with the finishing ends near the sides of the factories, thus leaving a space down the centres of these buildings for bringing in the coils of wire to be woven. These coils can thus be placed on reels on the right or left for feeding the weaving, picket or cable twisting machines. In some of the weaving machines it is desirable to feed the wire from long spools instead of coils, and an arrangement has been devised for filling a large number of spools at one time. The company have adopted 20 rods as the standard length for their rolls of field and poultry fencing. The old standard for poultry was 150 feet, but it has been found in practice that the new standard is better for the trade, as not so much scrap accumulates on the hands of a retail merchant with the greater length. Lawn fence is put up in rolls of 300 feet.

An important adjunct to the fence business is the manufacture of gates and posts. An entire building is devoted to this purpose, which is run by its own motor, and is equipped with punches and other machinery. The company manufactrue three distinct lines of gates, namely, steel frame garden and lawn gates, wood frame garden, all lengths, and pipe frame farm gates. Their pipe frame gate is of novel construction, which secures unusual rigidity. Instead of being bent at the corners, as is customary, the pipe is cut to the exact lengths required for the sides and ends. Two malleable castings are then used for each corner, one on the inside and the other on the outside, which are of a shape to hold the ends of the pipe firmly when bolted together. The castings are made with a lug on each end to enter holes drilled in the pipes, and thus provide additional rigidity. Diagonal braces extend across the gate, passing through holes in the inside corner casting and secured by nuts on the ends. Fencing of any pattern desired is fastened to the framework, and thus a farm gate is secured which is at once ornamental, light and unusually strong and rigid. No less than 180 different kinds of gates are carried in stock, but special gates are easily made to fit any space. Various patterns of steel posts are made for either lawn or field fencing.

The company built a machine shop two years since and now make all their own machines. This was found desirable, because improvements are constantly being devised and new forms of machines are being designed and tested, and the progress of such work can be more easily supervised when done in their own shop. The equipment is of the most approved character, comprising automatic gear cutters, milling machines, drills, planers, etc. The scope of the work done is drill are included in the equipment. An electric motor runs indicated by the fact that a 16-foot planer and a 5-foot radial all the machines in this shop.

The Rogers Screw Co.

The Rogers Screw Co., Providence, R. I., have added to their manufactures a complete line of regular cut thread steel and brass wood screws. Their experience in the manufacture of this description of goods has been a wide one, and they have every confidence that they will be able to improve on the design of the screws heretofore made. Some of these improvements are noted in their present product. Among other things they have a wider slot in the head, permitting the use of a screwdriver that has not an extremely thin bit. The thread is made sufficiently deep throughout the entire length of the screw from the beginning to the extreme point in order to give the screw increased holding power. More than the usual amount of attention has been paid to the manner of putting up their goods, in boxing the same and also in the style of labels used to designate the contents. In fact, the labels are a new departure, the adoption having been fostered and encouraged by a number of practical Hardware merchants. The words "flat" and "bright," being the most important, with the exception of the size, are made conspicuous and stand out in a pronounced manner, greatly facilitating the getting out of the goods and charging them up correctly. As the company's works are new and of the most modern construction, fully equipped with the most improved machinery and tools, there is no doubt their career will be a successful one, and their production prove exceedingly popular. Olney Arnold II., who is the treasurer of the company, and Henry R. Rogers, the superintendent, have been long and favorably known to the Hardware trade from their previous connection with the American Screw Co.

During last year 25,000 Japanese landed in the Hawaiian Islands. Within the current year 50,000 of these Yankees of the Orient will come to the Pacific coast if the movement is not interfered with. These are the figures given by Representative Kahn, of California, who is bringing Government attention to the influx.

"Does our new office boy ever pretend to be busy?"

"Does he? Why, whenever he is busy at all he is just pretending."

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REVIEW OF THE MARKETS.

Wire Nails: No new or important movements are noted in the Wire Nail market. Some buyers anticipate that lower prices will inaugurate the Fall trade, and are holding back large orders with the feeling that there is nothing to justify any higher prices. Nothing received from the manufacturers would indicate this. The business is maintained in satisfactory shape, the demand being a conservative one in the face of present conditions. Quotations may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices remain as heretofore.

To retailers, carloads on dock	$2.48
" less than carloads on dock	2.61
Small lots from store	$2.60 to 2.65

Cut Nails: No change was made in the prices of Cut Nails at the meeting of the manufacturers on July 26. Prevailing prices were reaffirmed. No increased demand is noticeable. Orders for ordinary quantities of less than carload lots being the usual requisition. Prices being fairly were maintained. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain about the same, the following may be considered as representing the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.30 to 2.35

Barb Wire: It is doubtful if a largely increased demand for Barb Wire will be experienced until the trade is satisfied of a settled market. Prices are well sustained, but a feeling is gaining ground that a concession to invite larger specifications will be made in the quotations before the season opens in full. Quotations for domestic trade are as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.65
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: Trade in Plain Wire is at present of but moderate dimensions. Demand being for small lots, and prices well sustained. Quotations, being without change, are as follows, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.					Galvanized.
6 to 9	Base				$0.40 extra.
10	$0.05	advance	over	base	.40 "
11	.10	"	"	"	.40 "
12 and 12½	.15	"	"	"	.40 "
13	.25	"	"	"	.40 "
14	.35	"	"	"	.40 "
15	.45	"	"	"	.75 "
16	.55	"	"	"	.75 "
17	.75	"	"	"	1.00 "
18	.85	"	"	"	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

American Screw Co.: Under date of July 26, the following discounts are announced by the above company:

TIRE BOLTS.	Per Cent.
Norway Philadelphia	75
Eagle Philadelphia	77½
Bay State, Plain	65
" " Fluted	65
Sleigh Shoe Bolts	77½

STOVE BOLTS.	Per Cent.
Flat Head	67½
" " Annealed	67½
Round Head	67½
Stove Rods	67½
Sink Bolts	67½

Cordage: There is a fair demand for cordage at the present condition of the Rope market; although occasional irregularities exist in the prices quoted, the following fairly represents the market, with the usual rebate of 1-4 cent a pound, when purchased in carload lots:

	Pounds. Cents.
Manila, 7-16 inch and larger	10¾
Manila, ⅜ inch	11¼
Manila, ¼ inch and 5-16 inch	11¾
Sisal, 7-16 inch and larger	7¾
Sisal, ⅜ inch	8¼
Sisal, ¼ and 5-16 inch	8¾
Sisal, Lath Yarn, Medium and Coarse	7¼

Binder Twine: The end of the season being at hand, there is but little, if any, change in the quotations current in the present market, which may be represented by the following, f. o. b. New York, Philadelphia or Boston, subject to a reduction of 1-4 cent per pound for orders less than a carload lot and over 10,000 pounds, and a reduction of 1-2 cent per pound for carload lots:

White Sisal, 500 feet to pound	8½ cents.
Standard, 500 feet to pound	8½ "
Manila, 500 feet to pound	11½ "
Pure Manila, 650 feet to pound	12½ "

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels..... 70 cents per gallon.
In lots of 5 barrels or more..... 69 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

Foster Bros. & Chatillon Co., 89 Cliff Street, New York, make the following important announcement:

The corporation heretofore operating under the name of Foster Bros. Co. assumes to-day by permission of the proper authorities of this State the name Foster Bros. & Chatillon Co. We have recently purchased the plant formerly operated by the Phoenix Knife Co. for the manufacture of pocket knives, have made extensive additions to our factory, and have now the most complete and best equipped factory in the United States for the manufacture of butcher knives, cleavers, steels, etc., as well as pocket knives.

Messrs. John Chatillon & Sons, 89 Cliff Street, New York City, will continue to act as our sole sales agents as heretofore.

FOSTER BROS., & CHATILLON CO.
J. A. FOSTER, President.
E. H. CHATILLON, Vice-President.
C. E. FOSTER, Treasurer.
C. F. FOSTER, Secretary.

89 Cliff Street, New York City, July 10, 1900.

THE PHILADELPHIA TRADE.

The past ten days have seen an improvement in trade, and salesmen are now making themselves heard and seen, and Fall trade is commencing, after quite a vacation season.

Already, we hear reports that the decline in the price of raw material has reached the limit, and that reaction may be expected. Whether this is true remains to be seen, but there is good reason for believing that stocks in the hands of jobbers are badly broken, and that those in the hands of retailers are not heavy, and there can be no doubt that under

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ordinary circumstances there will be a large demand from the jobbers to replenish their depleted stocks. This is a very healthful and satisfactory state of affairs, and a little patience on the part of the manufacturers should soon make trade in good shape.

Many manufacturers are now complaining that at present prices they cannot afford to make goods with raw material at current prices, and that they are losing money in meeting the market.

Orders that are coming in are for good assortments and covering the general line, proving stocks are not heavy; while collections are in the main very good, indicating the movement of a large amount of money for crops and wages.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

The early days of August see the commercial traveler brightened up by his vacation, posted up by the manager, and braced up by anticipations of a good season's trade, starting on his Fall campaign. During the travelers' rest, mail orders have come in regularly for current wants, showing that merchants have little stock, and that the consumer is willing to buy and has the money to buy with. While the shaking-down process in pig iron and near products has been going on, we hear of contracts being placed for armor-plate for Russia, bridges for Burmah, and as home buyers must now feel satisfied that bed-rock has been reached, orders for the wants of agricultural implement manufacturers and others will soon be placed. This will steady the market, and give a chance for more firmness than we have seen for some months. Conditions are favorable for a good Fall trade. Good crops, good prices for them, good money and confidence of the trading public are all here. The Presidential campaign and the Chinese trouble are the only drawbacks, but we believe they are not sufficient to prevent a good active business being done.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Trade was excellent for July. Orders for wire and nails are unusually plenty as a result of the light purchasing earlier in the season. The same is true of many other lines of goods. A strong impression prevailed that trusts had put prices too high, and a determination existed among the dealers not to buy; the result is that stock is much depleted.

Manufacturers of some lines, owing to the trade being so light, became panicky and made prices lower to the cost of production than they were in '98. The custom of sending specifications for bids has been revived and competition has been fierce. Jobbers who were overloaded in some lines have competed with manufacturers, and the impression has been created that there was no bottom. Some staple lines are being sold within 10 per. cent. of the lowest price they ever reached.

These are our exceptions, and most lines are held steadily. Before September confidence will be restored and trade improved at remunerative prices. The waiting process is nearing its end. We are not to be gobbled up by trusts nor robbed of our freedom by imperialism, but business men will be kept busy to care for the demand. Those who have the goods that are wanted will be rewarded. There will be no place for pessimists in the Fall campaign. The people have been too busy to listen to them.

We have the right to expect that a definition of imperialism will be given by those who base their campaign on its denunciation, so that the people may know what sort of crime is being committed. It is to be feared, however, that the size of the word may be relied upon to inspire terror without definition.

The power of so-called "Trusts" to harm the public is modified by the sentiment of the public against them. Farmers, in the early part of the year, seem to have been united in a determination not to use wire in fencing, because they believed it would aid Trusts.

The erection of buildings costing millions of dollars has been postponed or abandoned to beat the Trusts. Since the American Steel & Wire Co. reduced the price on wire, farmers commenced buying freely, although the price is still high because they now think the company have abandoned the idea of robbing the public.

It is too late to recover the loss in building this year, but preparations are being made to push that work next season. If the manufacturers will now be satisfied with reasonable profits, their wheels will all be turning. The plentiful rains have helped to cure the effect of the earlier lack of them and late crops will be bountiful. With good Fall feed for stock, it should do much to overcome the loss caused by the small hay crop.

If we could be left to ourselves as a nation, we should be rich and probably grow mean and stunted. The ministers tell us that no soul is saved alone. Be this as it may, no nation ever grew great by being walled in. No man is a good citizen who is careless of obligations and lives for self alone. "On the topmost wave alone is life." Stagnation is dangerous to a nation's life. Strife and poverty seem necessary to make men, which is the only valuable national product. If cost is to be counted, it is well to estimate the expense of withholding. Nations must advance or recede. Repose produces one; activity the other.

A nation cannot dictate the activities of national life without considering the forces that sway the world. Notwithstanding our Declaration of Independence, we are subject to the power "not ourselves." We cannot shirk responsibility to save the cost without a greater sacrifice. First pure and then peaceable seems to be the law. It is more dangerous for a nation to grow rich than it is for an individual and it is quite as important that a nation has something to do, as the devil will find work for an idle nation as well as idle hands. A worthy wish to bear our burdens should be our first purpose if self respect is to be maintained.

The foundations of national life rest upon ability and willingness to fight if need be, and our interest in the law of nations has become large enough to demand our assistance in compelling obedience and we cannot afford to have it done without our aid. If this is imperialism every self-respecting American should be an Imperialist.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

We have no complaint to enter as to trade so far this year, as every month shows a nice increase over corresponding months in 1899. Had prices been kept within reason by manufacturers, trade would have been still better by a large per cent. No one will deny the fact that sales have been curtailed on account of the unreasonably high prices asked by manufacturers. Had jobbers asked the full advance on goods, it would have been still harder on the consumer. Jobbers have been underselling manufacturers for the past 12 months, on almost all lines of Hardware. Every one knew that some of the boom prices could not and should not last and the result has been that every jobber has been bearing the market on some of the lines where manufacturers were holding them up. We are in favor of good liberal prices at all times, so all can make a fair profit from the digger of the coal and ore, all along the line to the consumer; but we are dead set against highway robbery. Prices are gradually settling back to their legitimate values and we hope manufacturers will not go to the other extreme as they did in 1897 and 1898; but they are queer "critters," and no one can tell what foolish things may be done. There are a number of new competitors in the field, that were hatched by the Combinations, and are very healthy roosters of the game variety. They will want some business and will no doubt get their share. If there were too many before, it certainly will not be any better now. We think the increased demand will require a good portion of the increased production, but it is doubtful whether the increased consumption will equal the

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increased production. If it does not, manufacturers must curtail production or they will begin to cut each others' throats and then no one makes any money. The demand for wire and nails for the past two weeks has been very brisk and all are hurry orders, showing there is not much stock in the hands of the retailers. Farmers are through with their harvest, and now that the price is lower than it was in the spring, they are building fences. The corn crop never looked better and the frequent rains during the past two weeks have started the pasture and relieves milk venders from the necessity of using so much water in order to furnish the same quantity of milk per day for their customers.

THE SMITH BROS. HARDWARE CO.

THE CHICAGO TRADE.

Business with us continues good. While the month just ended is usually a light one, owing to vacations, yet the volume of our orders was beyond our expectations and very satisfactory. In fact, we were favored with some nice new stock orders, which in a manner were largely responsible for keeping up our July sales, also go to show that the confidence of merchants is being restored, and that they are buying on the present market, believing that prices now ruling will reasonably prevail during the balance of the year.

Aside from this, the recent advances in copper and lead, while slight, show a strengthening in the market on some raw materials, which enter largely into the manufacture of a great many articles of Hardware.

Seasonable goods are still moving freely, and staples are also going out in liberal quantities.

We anticipate a large August business, and from the start we are having, feel confident we will obtain the desired results.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Crop conditions have improved immensely since July 1st throughout our territory, and reliable estimates make the wheat crop in the States of North and South Dakota and Minnesota about 50 per cent. of an average, which, with a probable advance over last year of 10 to 15 per cent. per bushel in the price, will result in a much better showing than we anticipated. The corn, oats, flaxseed and hay crop are not a full average, but if altogether we get 75 to 80 per cent. of an average amount of money we shall still do some business. This shortage will affect building operations more than any other thing, though we judge that necessities will be the rule rather than luxuries. Competition makes low prices, and probably they will continue low until real values are re-established. Orders are plentiful, but quantities small, as a conservative plan seems to have been adopted by everyone. Money receipts are as good as usual at this season of the year.

C. W. HACKETT HARDWARE CO.

THE MINNEAPOLIS TRADE.

Locally trade is rather quiet. Hot weather such as we have been having of late is quite sufficient excuse for this. We believe that later on conditions will be quite favorable. Rains, such as we had plenty of during July, have made a vast difference in the wheat crop, while everything else is in excellent condition, so we understand. Large sections of country that first of July they talked of plowing under and not cutting, now show up 8, 10 and 15 bushels to the acre, and while without doubt there will be a shortage and in some localities this will be quite serious, the crop as a whole will be fair in volume, while the quality is exceedingly good, unusually so. Wheat is somewhat higher than it was a year ago. Without much doubt, the amount of money received will be nearly as much. The worst feature of the situation is the fact that undoubtedly there are sections where the shortage will be serious, thus individuals will suffer. Prices are easing off a little generally, in some cases in anticipation of changes that have not already taken place, but which are expected.

Summer goods, such as refrigerators, ice cream freezers,



lawn mowers etc., are being forced off at no profit, rather than carry them over another season. Prices on these articles are affected very materially by the department stores, while builders' Hardware is frequently figured on margins of profits that will not pay running expenses. Last year we were able to get a profit without much difficulty. This year the tendency seems to be to sell regardless of profit.

W. K. MORISON & CO.

THE DAVENPORT TRADE.

The condition of the wholesale Hardware trade is rapidly settling down to the old ways which prevailed for many years previous to the "boom" of 1899. Prices are slowly but surely dropping, margin of profits narrowing and the credit line is gradually lengthening. We rather wish that all manufacturers would follow the example of the American Steel & Wire Co. and drop prices at once to the very bottom. Why should it take three or four years of work and worry to find a point in the iron and steel markets below which prices cannot go? All conservative dealers in Hardware have recently laid by a goodly number of pennies for a rainy day. The shower would be more welcome now while they are so well prepared to receive it.

On August 15th Davenport is promised another Eastern Railway connection via our new road, the Davenport, Rock Island & North Western and the Indiana, Illinois & Iowa Railroad line.

We have no labor disturbances of any kind. There seems to be plenty employment for all at fair wages. Davenport is growing rapidly and there is a decidedly prosperous appearance throughout the city.

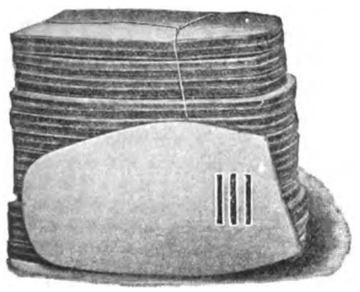
SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

After successive conferences August 3d with members of these retail Hardware houses, Philpot & Armstrong, Osborn Hardware & Tool Co., Bennett Bros., Palace Hardware Co. and Chas. Brown & Sons, and with A. L. Scott of the wholesale Hardware incorporation, Miller, Sloss & Scott, there was no other deduction to arrive at than that there has been no midsummer quiet in trade circles this year, July business having footed up beyond expectation, and all indications, barring a threatening labor trouble symptom that has developed in these early August days, are favorable for a record-breaking Fall trade.

The new labor trouble referred to, now being discussed by all Hardware dealers, appertains to planing-mill workers on both this and the Oakland side of the bay, the indication being that a general strike will shortly be declared. Over in Oakland the mill workers organized a union several months ago and have been urging the adoption in all of the mills of the eight-hour law. But their efforts have not been successful, for the Oakland and Alameda County Millmen's Association, which includes eighteen planing mills on the East

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THREE-BAR LEATHER
shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston

Side, has issued its edict that the association will resist the order of the Building Trades' Council to enforce the eight-hour schedule.

The members of the Building Trades' Council, on the other hand, are equally determined to fight the matter out for the mill workers. The mill workers themselves, however, are observing the strictest silence, apparently because they realize that the fight will prove a protracted contest on both sides. At present the East Side mills are paying employees from $2.50 to $3 per day of nine hours. The mill owners claim that their business will not warrant higher wages or shorter hours, and that through their association, organized for their protection against just such agitations as are now going on, they will stand out against the order issued by the Trades' Council for a reduced time schedule, which is to take effect August 15th.

"There will be a strike of some kind," said Secretary E. R. Hundley of the Burnham-Standeford Mill Co., one of the biggest concerns in the association of owners, "but just how extensive I am not in a position to say. The association decided at a recent meeting to hold out against the eight-hour schedule. Eastern mills are paying lower wages than are our local mills. They work their men from ten to twelve hours a day and pay only 75 cents freight on the finished product, while we have to pay $1 for the raw material. I do not see how we can grant shorter hours, although we would like to do so. We are handicapped as it is. Only a few days ago we were beaten out on a contract for a school house at Medera by a Puget Sound mill, which has raw material at hand and works its men from eleven to twelve hours. We cannot figure against such concerns, and this same competition we find right here in Oakland. The order of the Trades' Council simply means that we will either have to fight it or shut down our mills."

Frank L. Brown, who came to San Francisco seven years ago and took charge of the business of the Washburn-Moen Co., and when that concern was subsequently merged into the American Steel & Wire Co. became the Pacific Coast agent of the new company, has resigned from this business connection and will leave August 6 for Chicago to become the general sales agent of the Shelby Steel Tube Co. His departure from here is much regretted. On the afternoon of August 3d the employees of the Pacific works of the American Steel & Wire Co. assembled at the North Beach factory and presented Mr. Brown with a pleasing token, and on the same evening at the Cosmos Club a large number of his close business friends and associates in the Hardware and metal trade in this city tendered him a farewell banquet, at which Brace Hayden of the Dunham, Carrigan & Hayden Co. presided. A. C. Rulofson of Baker & Hamilton acted as toastmaster, and toasts were responded to by A. A. Watkins, of W. W. Montague & Co. and other prominent business men. A silver punchbowl and ladle were presented to Mr. Brown by his friends here in the Hardware and metal trade.

TRADES PRESS ASSOCIATION.

Auntie—Do you like Uncle Harry to give you a ride on his back?

Tommy—Oh, yes, but I had a ride on a real donkey yesterday.

German Iron Works at Bruckhausen.

Among the important iron works of the world, that of the Deutscher Kaiser Company at Bruckhausen on the Rhine presents features of interest well worth recording. Richard Guenther, our Consul-General at Frankfort, in a recent report, makes the following reference to the greatness of its capacity.

The Deutcher Kaiser Company, at Bruckhausen-on-the Rhine, has iron works of magnitude. The ground area is about 1,500 acres. The proprietors were originally a coal-mining company, holding about 25 square miles of coal fields, the output of which is placed at 3,300 tons daily. The first portion of the iron plant, constructed in 1890, was the Siemens' steel works, containing seven basic-lined furnaces. Blast furnaces and basic Bessemer converters were added in 1895. The completed plan includes six blast furnaces 82 feet high. Two compound twin-blowing engines with 6 1-2-foot cylinders and 5-foot stroke are provided for each furnace, whose daily output is from 250 to 300 tons of basic metal. The coking plant includes 256 ovens, of which 188 are at work. The total output will be about 30,000 tons of coke monthly, with 1,200 tons of tar, 400 tons of sulphate of ammonia, and 300 tons of benzole as by-products. The Bessemer plant includes four 15-ton basic converters, with a present output of 20,000 tons of ingots monthly, and also a cogging mill in direct communication with the rolling mills, arranged for the conversion of ingots into rails, billets, or medium-sized joists at a single heat. There are six rolling mills, with a total capacity of 30,000 tons of finished iron and steel per month. The accessory machinery is for the most part served by electric motors, the generators being supplied with steam from boilers fired with blast-furnace gas. Nothing has been spared in the way of equipment to make these iron works the most productive in the Rhenish Westphalian district.

The Bliss-Chester Co., Providence, R. I., has recently been organized to manufacture the line of metal goods indicated under the heads of metal novelties, sheet metal stampings, electrical and Hardware specialties, which it is their intention to produce in brass, copper, aluminium, sheet steel and malleable iron. They make a specialty of brass shells and are thoroughly equipped to make all kinds of cupped work, caps and the articles enumerated above. Mr. Bliss of the firm, who will be the gentleman to look after the interests of the trade on the road, has for the last nine years been connected with the Mossberg Mfg. Co., Attleboro, Mass., and later with the Mossberg & Granville Mfg. Co., Providence, R. I., who are well-known manufacturers of rolling mills, drop presses, power presses, and sheet metal working machinery. Mr. John Chester, who will superintend the manufacture of the product of the new company, was for several years connected with the Waterbury Brass Co., Waterbury, Conn., and later held the position of superintendent of the Providence Gas Burner Co., Providence, and has consequently had a large experience in manufacturing cupped and sheet metal goods. We wish the new company every success, and have no doubt they will achieve it.

There are over seventy miles of tunnels cut in the solid rock of Gibraltar.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

Ads. That Kick Back.

Extravagant offers create wrong ideas of values in the minds of ad. readers and make it more difficult to appeal to these same people with straightforward honest advertising, because such offers teach these people to expect too much for their money, remarks *Advertising Experience*. They get such extravagant ideas that it becomes almost impossible for the legitimate dealer or mail-order house to please them.

Exaggeration and clever juggling of words which is so prevalent in certain classes of advertising to-day is doing as much harm as the out-and-out dishonest advertising is to undermine the confidence of ad. readers in all advertising. This subtle kind of dishonesty is even more dangerous than is the straightforward dishonesty of some advertisers, if it may be called such. People who are wronged by such advertising, if they are not led on by the very charm that the taking of risks may have for them, learn to regard all advertising as being at least exaggerated and to be taken with a grain of salt.

All such dishonest and scheme advertising and all low-grade advertising, honest though it may be, tends to discourage the better classes of people from looking through the advertising pages of periodicals which contain this class of advertisements.

Money of Leather and Tin.

Various commodities have, at different periods of history, been employed as money. Nations of hunters used the skins of beasts for this purpose. Beaver skins were thus employed in the territory of the Hudson Bay Co. Nations of fishermen used fish, pastoral tribes cattle, and agricultural people wheat or some other product, such as cacao in Central America, tobacco in Virginia and Maryland. All nations have so used ornaments, cloth stuffs or weapons. It was probably in the form of tools that brass was first used as money. At a later period metal circulated in the shape of bars or ingots, and then of discs. Mercury has been used as money among the miners of Mexico, leather in Russia, tin in China, pepper in Abyssinia, rice in the Philippine Islands, diamonds in India, dried codfish in Newfoundland, eggs in Alpine towns and oats in Estramadura in Spain. The universal quality to be found in money, therefore, is that it is a commodity possessed of intrinsic value or general utility in a greater or lesser degree. It has never been a mere sign, even when in the form of paper, for the paper was always a titled deed to a commodity that circulated or had circulated as money, to be surrendered on receipt of the money commodity. After having constituted the principal material of coin, copper made way for silver, and in recent times silver has yielded its supremacy to gold.—*Boston Herald.*

Cork is about the most buoyant substance there is, but a cork sunk 200 feet deep in the ocean will not rise again to the surface, owing to the great pressure of the water. At any less distance from the surface, however, it will gradually work its way back to light once more.

"Did you ask old Spiggot for his daughter?"

"No. The first thing I saw when I stepped into his office was a big placard over the 'phone with these words in large letters: 'Call Main 6161 for Ambulance.' It seemed like an omen and I went out."—*Ex.*

Books Boiled Down!

MY COMBINED PERFECTION Business Summary and Invoice Record has twenty-three special columns, with printed headings, the exact condition of your business before you in daily, weekly, monthly and yearly statements. Worth the price every month to anybody. One thousand in use in New York State. Five-year book, $2 50; ten-year book, $3.50. Address JNO. C. CAPEHART, Morgantown, W. Va.

OILERS.

"PERFECT" 25c. "GEM" 5c.

"LEADER" 10c. "STAR" 10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N.Y.



Why try to stick things with something that doesn't stick? Buy MAJOR'S CEMENT; you know it sticks. Nothing breaks away from it. Stick to MAJOR'S CEMENT. Buy once, you will buy forever. There is nothing as good; don't believe the substituter.

MAJOR'S RUBBER and MAJOR'S LEATHER.
Two separate cements—the best. Insist on having them.
ESTABLISHED 1876.
15 and 25 cents per bottle at all druggists.
MAJOR CEMENT CO., NEW YORK CITY.

TWO MORE VICTORIES WON.

In addition to the victories previously reported, Mr. J. S. FANNING again demonstrates the superiority of L. & R. SMOKELESS, at

SWANTON, VERMONT,
July 4 and 5. General average for entire shoot, 98 3/10 per cent. HIGH GUN.

NARRAGANSETT PIER, R. I.,
Inter-state Tournament, July 11 and 12. General average for entire shoot, 94 per cent. HIGH GUN.

Do Not Forget the World's Record, Utica, N. Y.
June 5th to 8th, ***231 Consecutive Targets in Open Competition for Money, Without a Miss.***

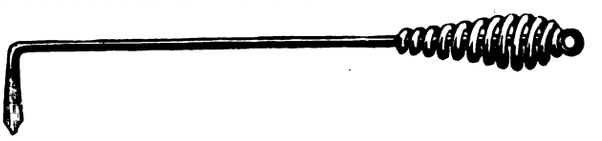
Mr. FANNING'S continued victories should make all sportsmen stop and consider. His load is:

U. M. C. "Acme" or Winchester "Leader,"
(¾ base). 2¾ in., 40-1 ¼; 7½ch. (factory load).

LAFLIN & RAND POWDER CO.
99 Cedar Street, New York City.

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ALASKA



Stove Hardware.

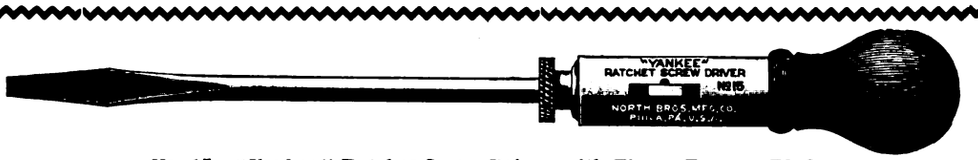
SEND FOR CATALOG.



These handles are always cold, fine in finish, material of the best; they require no apology on the part of yourself or clerk to sell them. Sold by all first-class Jobbers in Hardware.

Made only by TROY NICKEL WORKS, Albany, N. Y.

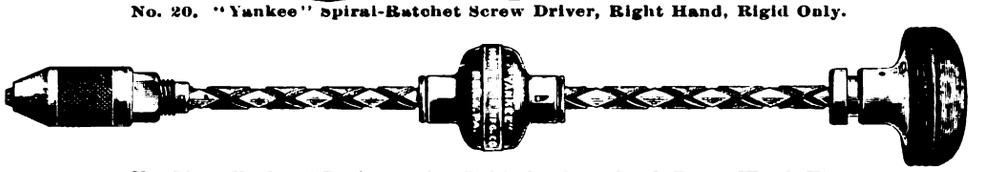
All our line is marked ALASKA. None other Genuine.



No. 15. "Yankee" Ratchet Screw Driver, with Finger Turn on Blade.



No. 20. "Yankee" Spiral-Ratchet Screw Driver, Right Hand, Rigid Only.



No. 50. "Yankee" Reciprocating Drill, for Iron, Steel, Brass, Wood, Etc.

SOME OF THE NEWER

"YANKEE" TOOLS.

ASK YOUR JOBBER ABOUT THEM.

North Bros. Mfg. Co.
Philadelphia, Pa.

N. Y. AGENTS:
JOHN H. GRAHAM & CO.
113 CHAMBERS ST.

WE would call the attention of the Hardware Trade to our Sales-offices in Chicago, Boston and San Francisco. We have assembled samples of our lines at these offices, exhibiting more especially the better grades of Builders' Hardware.

We solicit the inspection of the samples and inquiries for prices. Requests for estimates from plans, comparative schedules, or on Hardware shown in our catalogues will receive prompt and careful attention.

We maintain complete lines of samples at our Factory and Warehouses.

Local Offices:

CHICAGO.....Rooms 941-2 Marquette Building, Dearborn Street.
BOSTON.....Room 814 Exchange Building, State Street.
SAN FRANCISCO.....Room 3, Third Floor, Mills Building, Montgomery Street.

Warehouses:

NEW YORK.....Nos. 43, 45 & 47 Chambers Street.
PHILADELPHIA.....No. 19 North Fifth Street.
BALTIMORE.....Wm. H. Cole & Sons, Agents, No. 17 S. Charles Street.
LONDON, E. C.....Brooks' Wharf, Upper Thames Street.

R. & E. Co.

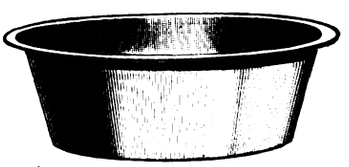
Russell & Erwin Manufacturing Company,

NEW BRITAIN, CONN.

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THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS

Lisk's Patent Anti-Rusting Tinware.



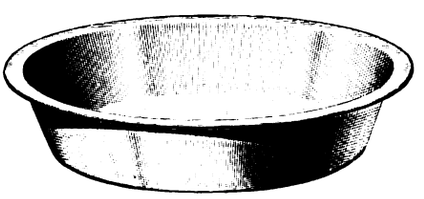
...OVER...

20,000 AGENCIES

IN THE UNITED STATES.



Absolutely Rust-Proof and Perfect in Every Respect.



BEAUTIFUL IN DESIGN.

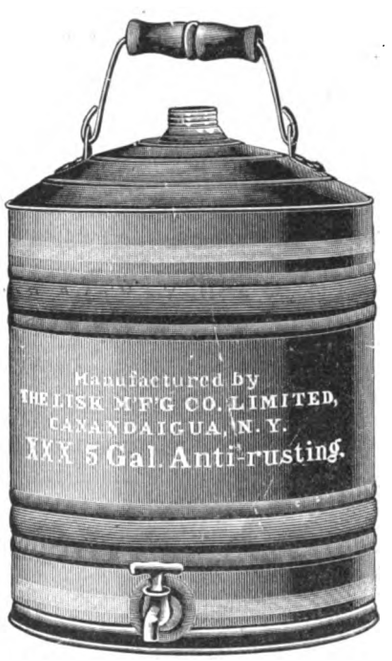
A Trifle Higher in Price, But Outlasts a Dozen Pieces of Ordinary Ware Of Any Kind or Make, And is therefore



CHEAPEST

BECAUSE IT IS BEST.





Highest Possible Grade in Material and Workmanship.

Endorsed By the Best Authorities And Approved By the Most Famous Chemists For Purity and Durability.

NEW CATALOGUE AND PRICE-LIST UPON APPLICATION.

BEWARE OF IMITATIONS.

MANUFACTURED BY

The Lisk Manufacturing Co., Limited,

Canandaigua, N. Y.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Austin, Tex.—The Nash Hardware Co. of Fort Worth has been chartered, capital stock, $40,000; purpose, to do a general mercantile business. Incorporators, Charles E. Nash, Arthur D. Hodgson and A. E. Want.

Fairmount, Ind.—The Mercer, Brannum & Bedington Co. has been incorporated to conduct a Hardware business. Capital $4000. Incorporators: F. L. Mercer, W. S. Brannum and O. M. Bedington, all of Fairmount.

Glassport, Pa.—Cummins & Weaver.

Hopewell Junction, N. Y.—C. W. Sparks, Jr.

Johnstown, Pa.—I. E. Bender.

Lake Placid, N. Y.—Walton Bros.

Millinocket, Me.—Russell & Co.

Orange, Va.—The Orange Hardware Co. has been incorporated to conduct a Hardware and mercantile business. Capital, $5000. Incorporators: J. Y. Button, R. M. Cox, F. J. Harris, all of Amherst.

Phillipsburg, O.—Kessler Bros.

Pittsfield, N. H.—Ayers & Maxfield.

Ramona, Kan.—Badger Lumber Co.

Stratford, Ont.—Mitchell, Caven & Co.

Tarlton, O.—John Dresbach.

Wausaukee, Wis.—The Laun-Mangold Hardware Co. has been organized with a capital stock of $10,000 to carry on a general Hardware business. The stockholders are J. B. Laun, of Kiel, Wis., H. G. Laun and S. A. Mangold, of Wausaukee.

Webster, Fla.—James Kimbrough.

Wilmington, Del.—The Hartford Hardware Co. of Hartford, Conn., which has a capital stock of $50,000, has filed its certificate of incorporation at Dover.

Wisner, Neb.—Degner & Becher.

Changes and Improvements.

Allenville, Ill.—J. R. Martin has sold his Hardware store to Joe Wiley, who has taken possession.

Alpena, Mich.—H. G. Beach, who has been continually engaged in the Hardware business for fifty-six years, has just sold his business to B. R. Young, and will retire.

Birmingham, Ala.—The capital stock of the Prowell Hardware Co. has been increased from $5000 to $30,000. Articles to that effect have been filed.

Brookings, S. Dak.—L. H. Skiff, a veteran Hardware man of Brookings, has taken as a partner G. C. Jarman, of Lake Preston, and in future the firm name will be L. H. Skiff & Co.

Carrollton, Ky.—Jos. S. Corn has closed out his stock of Hardware, etc., to O. M Wood & Son.

Clarks Hill, Ind.—S. W. Ailes and William Caldwell, former Hardware dealers at Advance, have purchased a stock of Hardware of John Bates, and taken charge of the store.

Cedar Rapids, Ia.—J. M. Hoke has purchased the J. O. Banse half interest in the grocery and Hardware store. The firm will be Voorhees & Hoke.

Cuyahoga Falls, O.—J. H. Walker, the South Front Street Hardware dealer, has completed a twenty feet addition to his store room.

Dalton, Mass.—The Hardware and plumbing business of Frank Strong has been sold to Edgar E. Ford and Lyle B. Parker. The firm name will be known as Ford & Parker.

Edwardsburg, Mich.—D. W. Ray has sold his Hardware store to John Walker of Mason.

Evanston, Ill.—The Evanston Hardware Co. has been dissolved.

Floyd, Ia.—Frank Merrill has sold his Hardware stock to parties from Orange City, Iowa.

Flushing, N. Y.—Miss Metzger has sold her store at 81 Boerum avenue to F. Decker, who will conduct an unholstering establishment in connection with the Hardware business.

Fort Worth, Tex.—W. R. Francis has moved his Hardware store into his new brick, 1007 Main Street.

Greenville, Tenn.—John M. Jones & Son, the Hardware men, have purchased from the Allen heirs the brick store building, corner of Main and Depot Streets, for $5000.

Hamilton, O.—P. Held & Son are making extensive improvements on the building on South Third Street for the purpose of adding a stock of Hardware to their present stock.

Moscow, N. Y.—King & Eddy have a temporary building nearly finished to be used as a store, until a more substantial structure can be erected.

Platteville, Wis.—Murphey & Medley have sold their Hardware store in this city to Will McBride.

Pontiac, Mich.—The firm of Rich & Hallett, Hardware dealers, has dissolved partnership, Mr. Hallett withdrawing and Mr. Rich continuing the business.

Rising Sun, O.—C. P. Bigley, who has been running a Hardware store at Huntsville, has sold out there and will return here and take full charge of the store at this place.

Riverton, Ia.—J. E. Morgan has recently sold out his Hardware and furniture store at this place.

Rockford, Ill.—McGuire Bros., who have been conducting a tin shop on North First Street for some time, have purchased the Palmer Hardware store on East State Street and will move into the new stand and take possession shortly.

Smyrna, N. Y.—The Hardware firm of Lyon & Ferris has been dissolved, Mr. Ferris retiring. The new firm of W. W. Lyon & Son will continue the business.

Susquehanna, Pa.—Notice is given of the dissolution of the firm of Todd & Co., conducting a Hardware store on Erie Avenue. The business will be continued by T. F. Todd at the same location.

Three Oaks, Mich.—Joshua Chatterson, who has been in the Hardware business here for the past thirty years, has disposed of his business.

Waterloo, N. Y.—The firm of Webster Bros., Hardware dealers, has been dissolved by mutual consent. Charles V. Webster will continue the business.

Wilmington, Del.—The partnership existing between Samuel L. Fell and Alfred D. Peoples, under the firm name of Fell & Peoples, Hardware merchants, at 507 Market street, has been dissolved by mutual consent. The business will be continued by Mr. Peoples.

Business Embarrassments.

Belvidere, N. J.—The firm of J. & M. Wildrick, stove, tin and Hardware dealers, has failed and the store has been closed by the Sheriff.

Stamford, N. Y.—H. C. Lawrence, Hardware dealer, has filed a petition in bankruptcy. Liabilities, $18,000; assets, $9000.

Independence, Ia.—The Hardware firm of Randall & Jacobs is bankrupt. Assets, $5000; liabilities, $9000.

Janesville, Wis.—Sheriff Appleby has taken possession of the store and stock of G. A. Lanphier, the West Milwaukee Street Hardware merchant, under an execution issued by Judge B. F. Dunwiddie, of the Circuit court.

Toledo, Ohio.—Frank R. Frey has been appointed receiver of the Hardware establishment of George Schuck at 605 Monroe street.

Fires in Hardware Stores.

Dassel, Minn.—Lindquist Brothers' Hardware store has been totally destroyed by fire. Loss, $4500; insurance, $3000.

Dover, N. H.—C. L. Jenness.

Edgewood, Ia.—George Glazier.

Elma, Ia.—Doan's Hardware store.

Mishawaka, Ind.—O. E. Lang & Co.

Trafalgar, Ind.—W. I. Pitcher. Loss, $3500; insurance, $1000.

Windom, Minn.—M. D. Gates. Loss, $5000; insurance, $1500.

Burglaries in Hardware Stores.

Birmingham, Ala.—Mayberry's Hardware store, revolvers and razors.

Carnegie, Pa.—W. M. Scott & Co., $100.

Charlotte, Mich.—Clark Bros., $50.

Ironton, Ohio.—Hutsinpiller & Sheridan, revolvers and cutlery.

Kaukauna, Wis.—Kaukauna Hardware Co., revolvers and cutlery.

Lima, O.—Ewing's Hardware store, razors and revolvers.

Lowville, N. Y.—E. E. Davis, $10.

Melrose, Mass.—Brock Bros., cutlery.

St. Joseph, Mich.—John F. Duncan, $300.

Windsor Locks, Conn.—F. S. Bidwell & Co., small loss.

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Examine it critically. It will bear inspection if it's an

Arcade

It looks like and is like a hand-cut file, that is our intention.

The irregular spacing and uneven height of the teeth which characterizes the hand-cut file are reproduced with scrupulous fidelity in the Weed increment cut-

A file with this hoof-print (ARCADE TRADE MARK) will cut faster and last longer than any other file on the market-

The Arcade File Works.

NEW YORK
97 CHAMBERS ST.

Established 1842.
WORKS: ANDERSON, IND.

CHICAGO
118 LAKE ST.

MACHINERY N.Y.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Bridgeton, R. I.—The Bridgeton Knife Co., a new corporation composed of local business men, has begun active operations in this town. The plant is located at the Hopkins Machine Works and is equipped with up-to-date machinery.

Chicago, Ill.—The Ball Automatic Bolt Lock Co. has been incorporated; capital, $250,000; manufacturing railroad and other appliances; incorporators: Samuel C. Ball, Charles E. Davis, Wiley Mills.

Cleveland, O.—The E. B. Davidson Rubber Co. has been incorporated with a capital stock of $20,000, by E. B. Davidson, C. A. Davidson, H. R. Sanborn, John S. Gorman, Geo. B. Clements.

Columbus, O.—Articles of incorporation of the Columbus Handle & Mfg. Co. have been authorized by the Secretary of State. The company is organized to manufacture farm and garden tool handles, wooden novelties, chair and bent wood stock and lumber and to deal in logs, timber lands and real estate. The capital stock is $30,000 and the incorporators are Harry D. Hale, J. W. Breece, James S. Hale, S. E. Jones and H. D. Valentine.

East Orange, N. J.—The Universal Spring Nut Lock Washer Co. has been incorporated to manufacture Hardware; capital, $200,000; incorporators: George W. Mart, Alfred G. Brown and Edward B. Hawkins.

Hartford, Conn.—The Winkley Co. has been organized in this city to manufacture buy, sell and lease machinists' and other working tools, etc. The capital is $15,000 The subscribers are: W. E. E. Strong, of Detroit; C. I. Overton aand F. V. Bartlett of this city.

Los Angeles, Cal.—The Dodge Bros Co. has been incorporated with a capital stock of $50,000. Los Angeles will be the company's principal place of business which is to deal in cash registers, type writers, adding machines and other mechanical devices. The directors are S. C. Dodge, H. A. Dodge, M. P. Dodge, E. A Dodge, all of Los Angeles, and F. H. Taft of Santa Monica.

Marion, Ohio.—The Marion Thresher & Separator Co. has been incorporated.

Milwaukee, Wis.—The Patton Paint Co is the name of a new concern which has been incorporated with $300.000 capital and which will build a large factory in this city The new company has been organized to carry on the manufacturing hitherto done by the James E. Patton Co. The officers are the same as those of the old company as follows: President, James E. Patton; vice-president, James E. Patton, Jr.; secretary, Ludington Patton, Jr.; to this end there will be erected an additional building 50x140 feet in dimensions and four stories high, immediately to the east of the present buildings at Lake and Barclay Streets. It will include an office and store rooms, besides additional factory facilities. The old building, about 40x300 feet, will continue to be used partly for manufacturing and partly for the jobbing branch.

New York, N. Y.—The H. L. Judd Co. has been incorporated to carry on a Hardware and upholstery business; capital, $350,000; directors: John Day, New York City; William H. Edsall, Wallingford, Conn.; A. L. Woodworth, Brooklyn.

Port Jervis, N. Y.—The Gordon & Malvern Co. has been incorporated to manufacture stoves, plows and castings; capital, $42,000; directors: E. M. Gordon, H. H. Malvern and J. Wallace Gordon, of Port Jervis.

Rockford, Ill.—The Rockford Well Drill Co. has beeen incorporated; capital, $10,000; manufacturing well-drilling machinery and agricultural implements; incorporators: Murray F. Thayer, Ernest C Thayer, F. H. Green.

Streator, Ill.—The Wenzelmann Mfg Co. has been incorporated; capital, $5000; manufacturing and dealing in furniture and implements; incorporators, Gustave Wenzelmann, Ed. H. Overholt, W. H. Boyse.

Trenton, N. J.—The McLean Arms Co. has been incorporated here with an authorized capital of $6,000,000. The company is to manufacture and improve arms for infantry use. The incorporators are Marcellus Hartley, Charles M. Dully, J. W. Cowles, F. W. Kitchen, M. A. Brady, S. A. McLean, J. J. Oster, W. A. Condit, Charles R. Flint and W. G. Montgomery, all of Jersey City.

Changes and Improvements.

Adrian, Mich.—The Hillsdale Screen Door Co. will remove to this city. The firm employs 50 workingmen.

Cohoes, N. Y.—Fred. W. Peck, proprietor of the axe factory destroyed by fire in Cohoes, Saturday, June 30, has rented a portion of the building occupied by the Portable Forge Co., at Lansingburgh, and will use room to finish and temper the axes and hatchets that are being removed from the ruins. He expects to save considerable property in that manner.

Cuyahoga Falls, O.—The wire and nail plant of the E. A. Henry Wire Co., which was established here one year ago, has just completed increasing the capacity of its annealers and bakers and added a new wire drawing machine, which will double its capacity.

Manchester, Conn.—Cheney Brothers having completed the work on the addition to the group of mills south of Forest Street, are contemplating the erection of another mill across the street. The location will be directly west of the north wing of the new mill group, running through from Elm to Pine Streets. The dimensions will be about 50x300, and three stories high. The material will be brick and the style of construction will be similar to that of the group of mills north of Forest street.

Newark, N. J.—Mersfelder & Voigt, manufacturers of Hardware specialties, are about to erect a two-story brick factory on the corner of Avon and Jelliff Avenues. It will be 34x75 feet in dimensions, and will cost about $9000.

Quincy, Ill.—The work of staking off the ground of the Sheridan Stove Mfg. Co. for the new molding room has been begun. The building will cost $7,000, and will be built over the culvert and to the north of the Beebe buildings, which have been leased by the company. The new molding room will accommodate thirty molders. It is to be ready for occupancy by the first of September.

St. Louis, Mo.—Charter Oak Stove & Range Co. have filed notice of increase of capital from $100,000 to $200,000.

Syracuse, N. Y.—The Bradley Mfg. Co., engaged in the manufacture of trip hammers, has added to its plant new machinery, and has a force of about eighty-five men.

Syracuse, N. Y.—The new building which the Syracuse Stove Works is erecting in North Geddes Street is rapidly nearing completion and is about ready for occupancy. The building is of brick construction with a gravel roof and cement floors, making it fireproof. The dimensions are 30x75 feet. The building will be used for storing patterns and will double the company's storage capacity for this product.

Trenton, N. J.—The Atlas Tack Co., which was recently purchased by H. H. Rogers, of the Standard Oil Co., has been reincorporated, with a capital of $780,000.

Westport, Ind.—The Whitney & Shroyer handle factory machinery is being shipped from this town to Selma.

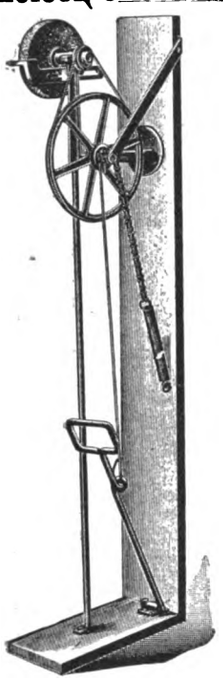
Wichita, Kans.—The Wichita Stove & Iron Works, owned and operated by W. D. and G. L. Moore, are planning extensive repairs. The firm, having purchased the lot on the corner of Sante Fe and First Streets, will immediately commence the erection of a new foundry building. The lot is 300x200 and the plant will practically cover all of the ground. The present building will be used for the manufacture of stoves and other small work, while the new building, which will be much the larger, will be for the large architectural iron work.

Miscellaneous.

The stockholders of the Wilkinson Shear Co. held a meeting recently and elected the following directors: J. H. Cheetham, George A. Hoskins, Charles S. Prizer, H. W. Stehman and John M. Archer. The board immediately reorganized with Mr. Cheetham as president, and Mr. Archer secretary and treasurer. D. H. Keiser was elected superintendent of the plant.

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Reisch's EMERY WHEEL Tool Grinder.



FOOT POWER.

Sharpens or Polishes Anything.

4 Feet High.
Wheel, 6 x 1 Inches.

FITTED WITH
Coarse Emery,
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Quartz,
Oil Stone or
Grindstone
Wheel--
Our Own Make.

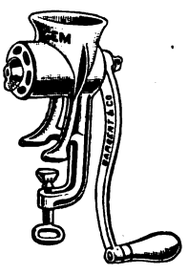
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LIBERAL DISCOUNTS TO DEALERS.

Sent on Ten Days' Trial.

Buffalo Emery Wheel Co.
30 Lock St., Buffalo, N. Y.

You Can Sell It!



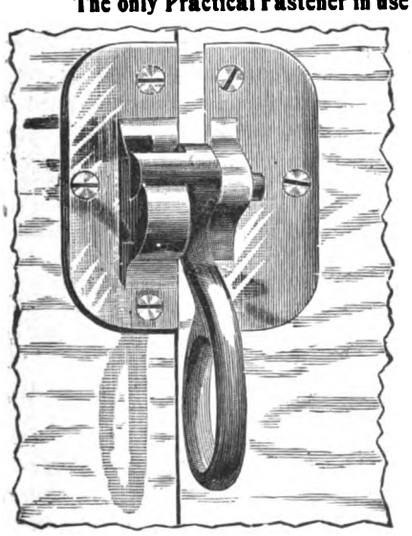
SARGENT'S GEM FOOD CHOPPER is an article for kitchen use, intended to take the place of chopping bowl and knife. It is carefully made and nicely tinned; self-cleaning and self-sharpening, with steel cutters that cannot break.

Chops all kinds of meat, both raw and cooked, fruits, vegetables and other articles of food. Chops quickly, quietly and easily, is easy to take apart, easy to put together, easy to adjust.

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Manufacturers,
New Haven, Conn., New York, Philadelphia, Boston.

The CONROY PATENT Refrigerator Fastener.

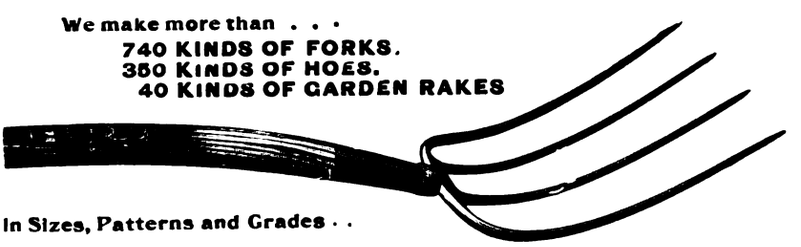
The only Practical Fastener in use



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

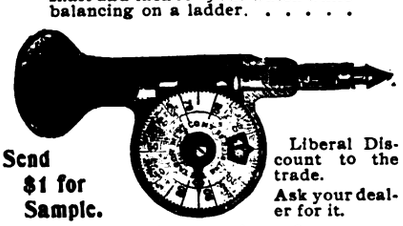
WORKS RUN CONTINUOUSLY MORE THAN 40 YEARS.

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Illustrated Catalog on Application. . .
FORT MADISON, IOWA, U. S. A.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .



Send $1 for Sample.

Liberal Discount to the trade.
Ask your dealer for it.

The Tabor Revolution Counter,
Elizabeth, N. J.

Largest Manufacturers of Hardware Specialties in the World



Also Razors, Razor Strops, Hones, Shaving Sets, Strop Paste, Ice Tools, Scissors, Hammers, Snips, Pruning Shears, etc., etc.

SMITH & HEMENWAY CO., 296 Broadway, New York.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description; | and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Carlisle, Pa.—Ira C. Zeigler, No. Hanover Street.

Detroit, Mich.—Articles of incorporation of the Michigan Cycle Pump Co. have been filed in the county clerk's office. The capital stock is $30,000, fully paid in. The stockholders are: Geo. O. Ferguson, Chicago; Ernest T. Tappey, Frederick W. Whiting, T. H. Newberry, John S. Newberry, Henry B. Joy, C. A. Ducharme, William E. Metzger and Andrew W. Imrie, Detroit; James H. McMillan, Grosse Pointe Farms; H. G. Meredith, James Cosslett Smith, Jr., and Sidney T. Miller.

Durand, Wis.—Andrew Beech, River Street.

Eugene, Ore.—Al Kuykendall.

Falmouth, Mass.—W. H. Marble, G. W Swift, manager, branch of 10 High Street. Brockton.

Harrisburg, Pa.—An amendment to the charter of the Slaymaker-Barry Co., located at Connellsville, has been filed at the State Department. It was originally incorporated to manufacture Hardware specialties, but it is now proposed to make automobiles, and the name of the company has been changed to the Baldwin Automobile Mfg. Co.

Ironton, O.—Fred Hamilton.

Jersey City, N. J.—The Continental Fiber Co. has been incorporated to deal in rubber tires, etc.; capital, $200,000; incorporators: H. G. C. Thornton, Crawford; John W. Avery and Thomas P. Daniels, of New York.

Logansport, Ind.—Parmenter & Lawrence.

New York, N. Y.—The Stanley Automobile Co. has been incorporated to acquire automobile patents; capital, $5000; directors, Amzi L. Barber, Frederick De P. Foster, New York City; David S. Walker, John Brisben Walker, Tarrytown.

Pawtucket, R. I.—American Flyer Cycle Co.

Portland, Me.—Auto-King Vehicle Co. has been incorporated. Dealing in automobiles. Capital, $500,000. Incorporators: T. King, D. King, both of Quincy; E. Kempshoff, H. Talman, both of Newton.

Salem, Ohio.—L. A. Whitman, East Main Street.

Stockton, Ill.—H. B. Tyrrell.

Villisca, Ia.—A. T. Curtis.

Windfall, Ind.—Sebern & Co.

Wolfville, N. S.—Suttie & Davidson.

Changes and Improvements.

Bay Shore, N. Y.—Howell & Garrett have dissolved. S. H. Howell retires and Jesse Garrett will continue business.

Bourbon, Ind.—Johnson & Martin have dissolved. Mr. Martin will continue the business.

Cassopolis, Mich.—Irving B. Sherman is succeeded by Philip D. Smith.

Columbus, O.—The American Machine Co. have removed to 238 North High Street.

Cortland, N. Y.—G. F. Beaudry is closing out bicycle department.

Dalton, Mass.—Reuter & Robertson have purchased business of C. C. Bartlett

Dawson, Minn.—A. Johnson succeeds S. A. Anderson.

Detroit, Mich.—L. C. & E. C. Steers Bicycle Co. have retired.

Dwight, Ill.—Flagler & Crandall succeed Martin Nelson.

Fairfield, Ia.—R. E. Ramsey succeeds B. T. Rains.

Frankfort, N. Y.—Deaner & McMillan have purchased the repair business of W. H. Lay.

Fort Wayne, Ind.—A. N. Brinkert succeeds A. C. Katt.

Fort Wayne, Ind.—Marion Black, out of business.

Glens Falls, N. Y.—Dickinson & Barnes have dissolved. Mr. Barnes will continue business.

Haleyville, N. J.—Samuel Garretson, Jr., has purchased the business of William Powell.

Harrisburg, Ark.—Wrench & Winters succeed C. R. Wrench.

Ipswich, Mass.—Wm. Bamfill has removed to Linden Street.

Little Valley, N. Y.—E. E. Parsons succeeds W. C. Parker.

Mansfield, Mass.—Herbert E. King, closed for the Summer.

McComb, O.—John Cherry succeeds W. H. Fetters.

Muskegon, Mich.—A. Arnt has removed to 26 W. Western avenue.

Newark, N. J.—The E. L. Blauvelt Mfg. Co. has removed to 504 Broad street.

New Haven, Conn.—Stowe Cycle Co., closed.

New York, N. Y.—The Shelby Steel Tube Co.'s sales department, which last year was removed from New York to Cleveland, has been re-established in New York.

Northfield, Vt.—E. P. Hardwood has removed to the White Block.

Oskaloosa, Kan.—Schaefer & Mosher succeed Charles F. Taylor.

Peabody, Mass.—Samuel Poeton, Main Street, will enlarge and improve store.

Santa Monica, Cal.—Wilson Hanson, Utah avenue and Ocean Front Drive, succeeds W. T. Johnson.

Searsport, Me.—Frank E. Morrow has purchased business of C. H. Monroe.

Springfield, Ill.—The Springfield Camera Co., now occupying a portion of the building with Brown & Canfield, will move into the building with Coe Brothers, stationers, at Fifth and Monroe streets, with a large stock of photographic supplies.

Syracuse, N. Y.—The American Bicycle Co. will commence at once removing their Syracuse plant from the Stearns Building to that formerly occupied by the Syracuse Cycle Works in West Fayette Street. As soon as the plant has been installed in that building the American Bicycle Co. will begin manufacturing Stearns wheels for the 1901 trade.

Syracuse, N. Y.—The Tomlinson Mfg. Co. has just completed and taken possession of a new factory building in Baker Street near Tallman, where it will continue its business of making a gun-cleaning device.

Taunton, Mass.—W. H. Pendleton, Winthrop Street, has retired from business.

Vinton, Ia.—Cushing & Fowler succeed L. Spencer.

Waterbury, Conn.—The Chas. Thatcher Co. have purchased entire stock of the Waterbury Cycle Co.

Waterloo, Ia.—The Garland Cycle Co. have purchased the business of the Waterloo Cycle Co., 607 Commercial Street, and will remove to the latter address pending alterations to their present location on Bridge Street, when the business will be concentrated at the latter place.

York, Pa.—W. B. Bratten, 19 East Market Street, is closing out bicycle department.

Recent Embarrassments.

Boston, Mass.—The Boston Cycle Co., J. M. Linscott, manager, has assigned to J. Frank Dunbar, treasurer of the Newton Rubber Works, and John F. Libby, lawyer, 15 Court Square. This company has been in business five years. A statement of liabilities and assets is being prepared.

Dayton, O.—George V. Allen, a bicycle dealer, has filed a deed of assignment in the Probate Court. Assets, $1250; liabilities, $3000. The assignor named R. H. Croninger as assignee.

Recent Fires.

Ann Arbor, Mich.—Leon Shaw, Huron Street, loss about $500; insured.

Boston, Mass.—W. H. Ashley, 9 Norway Street; loss $25.

Hoboken, N. J.—The stock of Edward R. Kirk, sporting goods dealer, 63 Fourteenth Street, has been damaged to the extent of $600.

Montreal, Can.—Charlebois & Martineau, 2413 St. Catherine Street; loss about $300.

St. Paul, Minn.—August Lindgreen, 204 West Sixth Street; loss $50.

Wakefield, Mass.—The stock of Wright & Ditson, sporting goods dealers, has been destroyed by fire.

Worcester, Mass.—A fire broke out recently in the drop forging shop of the Locomobile Co. of America, and caused damage amounting to $25,000. The shop was gutted.

Recent Burglaries.

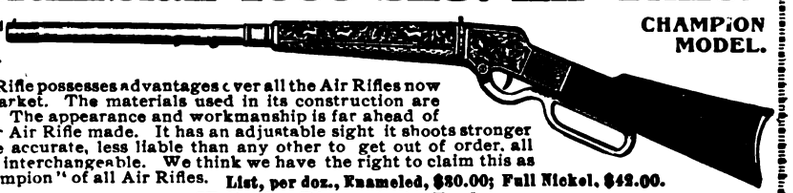
Merrill, Wis.—George Moore.

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Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

CLEVELAND GALVANIZING WORKS, - - Cleveland, Ohio.



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White Metal Pattern Letters and Figures.

PUMP CHAIN, RUBBER BUCKETS

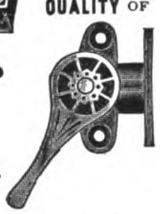
Lightning Rod Fixtures.

General Galvanizing and Job Machine Work. *. . Established 1886. .*

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

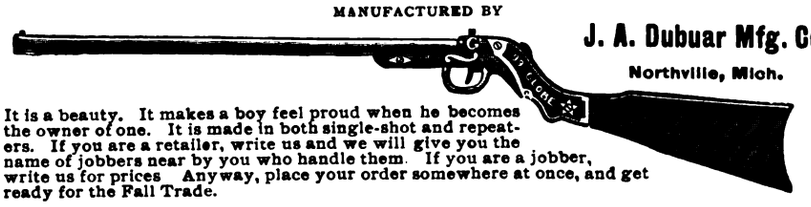
CLEVELAND, OHIO.

THE GLOBE AIR RIFLE,

MANUFACTURED BY

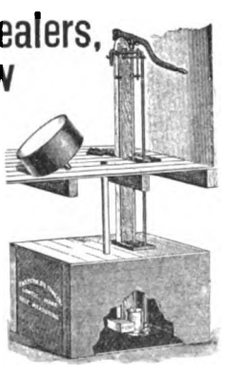
J. A. Dubuar Mfg. Co.

Northville, Mich.



It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them. If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.

Hardware Dealers, Do You Know



That if you are in need of a Self measuring Oil Tank, you will save big money by purchasing the **Best, Simplest and Cheapest,**

"The Eastern."

Send for catalogue, containing price and points of merit.

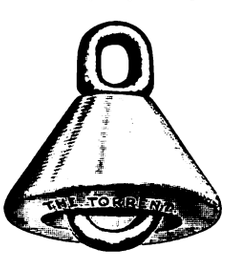
All Outfits Warranted.

Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.

A MONEYMAKER

For all Pump and Hardware dealers, especially Jobbers.



The ——

TORRENT RUBBER BUCKET.

POINTS OF SUPERIORITY:

SHORT LINK.
ENTERS TUBING SQUARELY.
WILL NOT CUT RUBBER.
GREAT FLEXIBILITY.
BEST MATERIAL FOR THE PURPOSE.
THE ONLY TRUE EXPANSION.
WILL ALWAYS HOLD ITS SHAPE.

Write for prices and particulars and illustrated catalogue.

TORRENT PUMP CO., CLEVELAND, O., U. S. A.

Gasoline Motors,

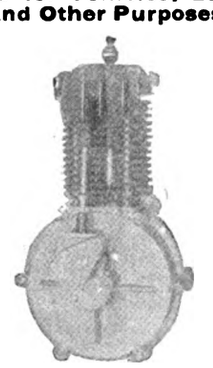
One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches and Other Purposes.

ADVANCE BICYCLE MOTOR.



Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

Lowell Model Works

LOWELL, MASS.

Box 292.

SOMETHING NEW!

Mould and Ladle, Combined,

For Casting Vise Jaws.

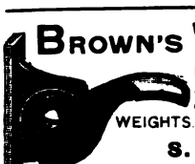
Also made for Casting Soft Hammers.



Price, complete, with One Pair Jaws for 4-inch Vise, $1.50.

CHARLES H. FIELD, 112 Point Street, **Providence, R. I.**

BROWN'S WINDOW LOCK



HOLDS and LOCKS the Sash at ANY Point. CANNOT BREAK or WEAR OUT. A Substitute for WEIGHTS. Any one can Put it On.

S. A. BROWN,

385 Washington Street, BUFFALO, N. Y.

SIGNS ENAMELED STEEL SIGNS for Transfer Wagons, Street Name Plates, etc.

PORCELAIN ENAMELED LETTERS

For Window Signs and House Numbers, Enameled Door and Number Plates for Public Institutions, Offices, Hotels, Boats, etc.

Catalogue and Discount Rate to Dealers.

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ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND.

RIVETS AND WIRE NAILS.



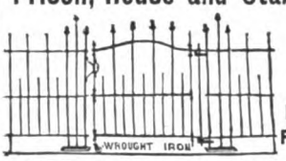
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The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
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NEW YORK.

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
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PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

HARDWARE SALESMEN.—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address STAPLE, care HARDWARE, 275 Broadway, New York. 97

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

TRAVELING SALESMAN—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

WANTED.—Services of a first-class, thoroughly competent traveling representative, with an established trade, are desired by a large jobbing house to represent their interests in northwestern Pennsylvania. Desirable connections can be made with the right man. In making application, specify exact territory that has been covered in the past, length of experience on the road, etc. Address TREASURER, care HARDWARE, 275 Broadway, New York. 104

Situations Wanted.

BUILDERS' HARDWARE.—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

BUYER AND MANAGER.—Assistant buyer and manager. Situation by a young man in Hardware store. Best of references from present employer. Address, L. V. W., care HARDWARE, 275 Broadway, New York. 54

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, 275 Broadway, New York. 60

GENERAL MANAGER.—A middle aged German-American desires a position where ability in buying, selling, correspondence, book-keeping and general management will be appreciated. A1 references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

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Situations Wanted.

HARDWARE SALESMAN.—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE CLERK.—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

HARDWAREMAN—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

OFFICE ASSISTANT.—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, $6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

POSITION WANTED in any clerical capacity by young married man, 28. Know the metal line in any form from A to Z. Position preferably with a hustling Hardware merchant in some growing town. Have traveled, and know the trade. References A1. Salary not as much of an object as a permanent position. Address ATTENTIVE, care HARDWARE, 275 Broadway, New York. 91

SALESMAN.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, 275 Broadway, New York. 46

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light-machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

SPANISH TRANSLATIONS and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

STORE OR ROAD SALESMAN.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

Agencies Wanted.

ATTENTION, MANUFACTURERS.—For Sweden, Denmark and general export from Hamburg I desire the exclusive control and sale for above markets. Office at Hamburg from the first of January, 1901. Have been calling personally and very successfully on the leading Hardware jobbers in Sweden and Denmark since 1892, three times yearly, for Birmingham, and later for American Hardware merchants. Best references at hand. Thorough knowledge of the Hardware trade. Address H. HELSSEN, 22 Bismarckstrasse, Hamburg, Germany. 90

AN EXPERIENCED HARDWAREMAN, now representing a first-class house for the United States, would like to add some accounts in Hardware, tools or cutlery. Twenty years' experience on the road. First-class references. Address B. H., care HARDWARE, 275 Broadway, New York. 106

GOUPILLE & CO., merchants, Port Louis, Mauritius. Insurance, ship owners and manufacturers' agents; solicit agencies from Hardware and drysalteries manufacturers. Codes used A B C, A1, Watkins and Scott's Private.

Side Line Offered.

MANUFACTURER of a well-established brand of Hardware desires correspondence with traveler now visiting the retail trade; also correspondence with Hardware Agencies in the largest cities who cater to the retailers. Full particulars as to present lines carried and territory covered. References. Address "PROFITABLE," care of "HARDWARE," 275 Broadway, New York. 108

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 30 x 70, 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

Wanted to Purchase.

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

Agency Wanted.

MANUFACTURER'S AGENT, of over 20 years' experience in London, would be glad to arrange terms with a few leading manufacturers desirous of placing their goods on the English market, and of securing efficient representation in the United Kingdom. Apply AGENT, care Laffan News Bureau, 1 Arundel Street, Strand, London, W. C.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, 275 Broadway, New York. a

Manufacturer Wanted.

HAVING recently perfected and secured rights on a new "Can and Bottle Opener," I am desirous of corresponding with a manufacturer to make and market same. Address L. M. ALDEN, Passaic, N. J.

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

To Rent.

THIRD LOFT. 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

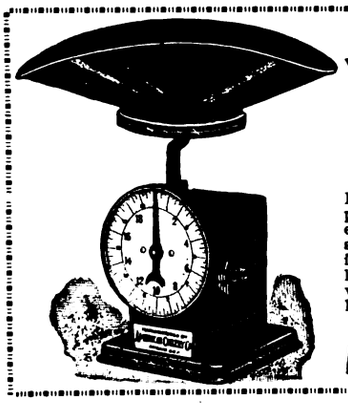
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IMPROVED
YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

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AMERICAN CUTLERY CO., Chicago, Ill.

Ornamental
Steel Ceiling
And Side Wall

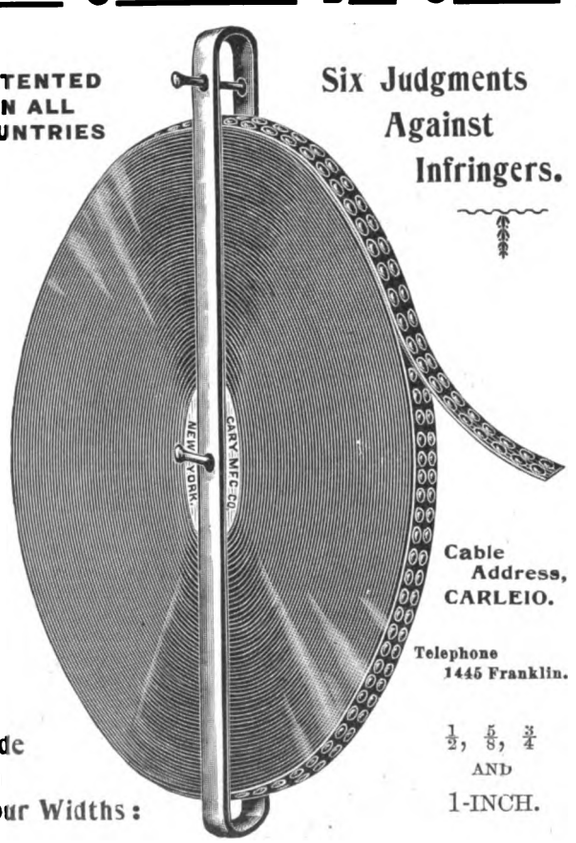
FOR interior finish is most desirable on account of its durability, lasting qualities, beauty and architectural effect. Ours are the best, because they are perfect in construction, joints tight-fitting, alignment straight and regular, and easy to put up. Detailed drawings, showing application, sent with every order. Write for catalogue and particulars.

The Canton Steel Roofing Co.
Manufacturers,
CANTON, OHIO.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

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Made in Four Widths: ½, ⅝, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
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G. W. BRADLEY'S SONS,
MANUFACTURERS OF
Coopers', Turpentine and Ship Tools, Etc.

Drawing Knives,
Shingle Knives,
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Howelling Knives,
Adzes,
Beck Irons,
Hoop Drivers,
Froes,
Bush Hooks,
Dippers,
Hackers,
Scrapers,



Broad Axes,
Broad Hatchets,
Mill Picks,
Cotton Gimlets,
Box Scrapers.

Sold by all the leading Southern dealers.

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AGENTS,
94 and 96 Chambers Street,
NEW YORK.

Tubular Rivet & Stud Co.

Tubular Rivets,

Boston, Mass.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters, Railroad — 50%

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge....40c
U. M. C. Co., ground edge, heavy....50c
Musket, Waterproof, 1-10's....60c
G. D....85c

CARTRIDGES—

Rim Fire Cartridges....50%
Rim Fire Military....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting....15&5%
Blank Cartridges, 22 cal....10&5%
Blank Cartridges, 32 cal....10&5%
Primed Shells and Bullets....15&5%
B. B. Caps, Round Ball....25&10%
B. B. Caps, Con. Ball, Swgd....net

PRIMERS—

Berdan Primers....5%
B. L. Caps (for Sturtevant Shells)....5%
All other Primers....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge....25%
First quality, 14, 16 and 20 gauge, $7.50....20%
New Club, New Rival and Climax brands, 10 and 12 gauge....33⅓&%
Primrose Club....15%
Nitro....15%
High Ball....15%
Smokeless....33⅓&10%
Acme....33⅓&10%
Brass Shot Shells, 1st quality....60%
Brass Shot Shells, Club, Rival and Climax....65%

SHELLS, LOADED—

"New Club," Black Powder....40&5%
"New Rival," Black Powder....40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder....40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up....$ .60
B. E., 9 & 10....70
B. E., 8....80
B. E., 7....80
P. E., 11 up....1.00
P. E., 9 & 10....1.25
P. E., 8....1.50
P. E., 7....1.50
— 20%

SHOT—

Tatham Bros., List June 11, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags....$1.40
Drop Shot, sizes smaller than B, 5-lb bags....35
Drop Shot, B and larger sizes, 25-lb bags....1.65
Drop Shot, B and larger sizes, 5 lb bags....40
Buck Shot, 25-lb bags....1.65
Buck Shot, 5 lb bags....40
Chilled Shot, 25-lb bags....1.65
Chilled Shot, 5-lb bags....40
Dust Shot, 25-lb bags....2.10
Dust Shot, 5-lb bags....50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

	Each
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00

Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:

In cases of 25 each.	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 30 Calibre Smokeless Rifle Powder, per lb	1.25

Discounts on application.

Animal Pokes—

	℔ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire....50&10%
Burton's....50&10%
Gem....60%
Steel Drive....40%

	℔ gro.
Kohler's:	
Invisible, No. 3	$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe"....9¾c
Armitage's Mouse Hole....9¼c
Cincinnati....25&10%
Eagle Anvils, ℔ 9c....15@15&5%
Hay Budden, Wrought....8¾c
Peter Wright's....9¾@10¼c
Samson....40&10%
Trenton....8c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise....40%
Holt's....40@40&10%
Millers Falls (with drill), $18.00....15%

Augers and Bits—

Boring Machine....60@60&10%
Com. Auger Bits....60@60&10%
Cooks:
Augers....50@50&10%
Augers, Millwrights....45%
Auger Bits....50@50&10&5%
Car Bits....45%
Forstner Pat. Bits....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30....50%
Nobles Double Spur, No. 32....50&10%
No. 10 Extension Lip....40%
No. 10 Extension Lip Car Bit....40%
Car Bits, No. 10....40%
Car Bits, No. 30....50%
Ring Augers....70%
Jennings' Pattern....50&10%
Job T. Pugh's, Black....20%
Job T. Pugh's, Jennings Pat....35%
Snell's Ship Auger Pattern Car Bits....30&10%
Swan's:
Jenning's Pattern Auger Bits....60%
Jenning's Pattern Car....40%
Jenning's Pattern Machine....25%
Russell Jennings' Augers and Bits, 25&10&2½%

HOLLOW AUGERS—

Ames....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3....25&10%
Douglass'....25&10%
Ives....25&10%
Millers Falls, Goodell....15&7½%
Swan's....10%
Universal, each $4.50....20%

EXPANSIVE BITS—

C. E. Jennings & Co....33⅓&%
Clark's small, $18....50&10%
Clark's large, $26....50&10%
Ives' Model, ℔ doz. $60....50%
Swan's....50&10%

DOUBLE CUT GIMLET BITS—

Common....40&10@50%
Mayhew's Diamond ℔ doz. $1.25....40%
Swan's....40%
C. E. Jennings & Co....45%
Ladds....60&10%
Mayhew's....40&10%
Snell's....40&10%
Snell's Bell Hangers....50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10% for metal, 60%
Cleveland Wood Bits for Brace....50&10%
Detroit....60%
K. & F....60&10%
Morse....50&10%
Swan's, for wood....40&10%
Syracuse, for wood....40%

TWIST DRILLS—

Cleveland....60&10%
K. & F. Straight Shank....60&10%
Morse Straight Shank....50&10%
New Process....60&10%
Standard....60&10%
Standard Oil Tube Drills....15%
Syracuse....60&10%
W. & B. Diamond....60&5@60&10%
W. & B. Universal Self-Oiling....10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15@15&10%
Snell's....30&10%
Watrous'....33⅓&%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad....40&10%
Handled Scratch....40&10%
Patent Peg....50%
Sewing, Com....88c@$1.00
Shouldered Peg....50%
Shouldered Brad....50%
Socket Scratch ℔ doz....$1.00
Stanley Rnle & Level:
Handled Brad....30&10%
Patent Pegging....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10....60%
Brad Sets: No. 42, $10.50; No. 45, $12.50....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7....50%
Ice Awls....55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles....33⅓&%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50....30&10%

Axes—

First quality, best brands....$6.50@7.00
First quality, other brands....6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's, Underhill's or Blood's....40&10%
Peck's:
Champion Blade....45%
Empire Brand....50&10%
Fayette R. Plumb:
Broad, New List....33⅓&2½%
Lathing....33⅓&5%
Shingling....33⅓&5%
Warehouse....33⅓&5%
Vulcan Tool Co....40&5%
D. Simmons & Co.: Broad, Shingling and Claw, Lath, Hunters', etc. — 50&5%
M. C. Ogden's:
Broad....40%
Shingling, Claw, etc....50%
Handled....40&10%
Boys....50%

Axle Grease—

Dixons' "Everlasting":
1-lb box....15
2-lb box....25
10-lb pail....$1.20
25-lb keg....2.75
50 lb keg....5.00

Balances—

Chatillon's:
Light, Class A....40&10%
Circular Balances, Class C....50%
Ice Balances, Class B....50%
Straight Balances, Class A1 and A2....40%
Large Dial, Class D....30%

Balances, Sash—

Pullman's....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50....25@30%
Tinned, each, $7.50....25@30%

Bells—

HAND—

Extra Heavy Brass....60&10%
Light Brass....65&10%
Eastlake....60&10%
Pure Bell Metal....55%
Globe (Cone's Patent)....35%
Silver Chime....35%
White Metal....65&5%

DOOR—

Trip, Gem....40%
Alarm, Abbe's....40%
Alarm, Yankee....50%
Gong, Abbe's....40%
Gong, Yankee....50%
Lever, R. & E. Mfg. Co.'s....50&10%
Multi-Stroke....40%
New Departure....45@50%

COW—

Common Wrought....70%
Kentucky....70@70&10%
Kentucky, Sargent's List....70%
Texas Star....50%
Western, Sargent's List....70%

Bellows—

Blacksmiths'....60@10&5%
Hand....25&10%
Moulders'....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston"....50%
"Imperial," seamless, stitched....40%
Cleveland Rubber Co.:
Buckeye....60&10%
Shield High Grade....50&10%
War. 2 XL....40%

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Common Standard....75&10%
Extra....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Bench Stops—

Cincinnati....25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00....40&10%
Seymour Smith & Sons....25&10%
Terrell s Nos. 1 and 2, $3.00; No. 3, $3.00 ₱ doz....25%
Miller's Falls....15&10%
Weston's....40%

Binder Twine—

White Sisal, 500 ft. to lb....8½c
Standard, 500 ft. to lb....8½c
Manila, 600 ft. to lb....11¼c
Pure Manila, 650 ft. to lb....12½c

Bit Holders—

Angular....45%
Extension:
Barber's, ₱ doz. $15.00....45@50%
Ives' ₱ doz. $20.00....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..₱ doz. $3.00....33⅓%
Excelsior..₱ doz. $10.00....50&10&2%
North's....10%
Zimmerman's....50%

Blind Fastenings and Tenons—

Austin & Eddy ₱ gro. sets....$5.50
Forhan's Improved Star Tenon ₱ gro. $1.00....25%
Holt's Tenons....70%
Merriman's Brass Lever ₱ gr....$15.00
Merriman's Iron Lever ₱ gr....9.00
Millers Falls ₱ set $1.00....15&10%
Security Gravity ₱ gr....$9.00
Washburne's Plate ₱ gr....9.00
Zimmerman's....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's....60&10@70%
Hartz' Steel....50@50&10%
Iron Strapped....70%
Rope Strapped....60&10%
L. V. Sheaves....60%
Lanes:
Junior, Self Sustaining....30%
Pat. Automatic....30%
Perfect Safety....30%
Stowell, Novelty Block....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c....50&10%
Cast Iron Chain....50&10%
Cast Iron Shutter Bolts....45&10%
Ives' Patent Door Bolts....65%
Wrought Barrel....66⅔@66⅔&15%
Wrought Square....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list..50@50&10%
Wr't Sunk Flush, Stanley's list...45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list....50@50&15%
Wrought Spring, Sargent's....75%

CARRIAGE, MACHINE, &C.—
Bolt Ends....70@70&10%
Machine....70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84....75%
Phila., Eagle, list June 1, '99....80%
R. B. & W., $2.40 list....70%
Sleigh Shoe....50&10%

TIRE—
American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted....57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99....60%
Norway, Phila....70%
R. B. & W., Norway....70%

STOVE AND PLOW—
Plow....50&10%
R. B. & W. Plow....50%
Stove, List Dec. 28, '99....60%

MISCELLANEOUS—
Sink....62½%

Bone Mills.

Enterprise....25@30%
Stearns....40%

Borers, Bung.

Enterprise....25@30%
Each....$1.25, $1.65, $2.50
Nos....1 2 3
C. E. Jennings & Co.:
No. 6....40%
No. 10....25%

Borers, Tap—

Common Ring....20&10%
Enterprise....25@30%
Ives....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'	$2.75	$3.38
Jennings'	3.00	3.75
Millers Falls		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss....60&10%

Boxes, Mail.

Heller's....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'....50&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114½....50&10%
No. 208½@214½....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.)....60@60&5%
Gen. Spofford's,....50&10@60%

Brackets—

Door Screen....60&10%
Shelf, Bradley's Patent....75%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%
Window Screen Corner....60&10%
Reading, Plain....60%
Reading, Rosette....60%

Bracket Saw Frames—

Millers Falls Co....25%

Bracket Sets—

Millers Falls Co....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's....60&60&10%

Bright Wire Goods—

Standard. New list....80%

Bull Rings—

Humason, Beckley & Co.'s....80%
Peck, Stow & Wilcox Co.'s....60%
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—

Humason & Beckley's....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's....25@30%
Beatty's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....25%
New Haven Edge Tool Co.'s....40%
P. S. & W....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—

Ordinary Black Handle....25%
Humason & Beckley's....25&10%

Butt and Rabbet Gauges—

Stanley's....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint....40&10@50%
Cast Brass, Ice House....40%
Cast Brass, Loose Joint....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—
Loose Joint....70%
Loose Joint, Japanned....70%
Loose Joint, Jap. with Acorns....70%
Loose Pin....70%
Mayer's Hinges....70%
Parliament Butts....70%
Fast Joint, Broad....60@60&10%
Fast Joint, Narrow....60@60&10%

WROUGHT STEEL—
List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc....65%@70&5%

Calipers—

Bemis & Call:
Wing....65%
Double....65&10%
Inside and Outside....65&10%
Straight Leg....65&10%
Call's Pattern, Inside....55%

Can Openers—

American....₱ gross, $1.75@$2.00
Goodell's Acme....₱ gross, 6.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel....₱ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₱ doz., $3.00....50%

Cards—

Cotton....25%
Horse and Curry....25%
Wool....25%

Carpet Stretchers—

Montross' "Excelsior,"...₱ doz., $6.00....30%
Bullard's....33⅓%
Cast Iron Steel Points....₱ doz....80c
Socket....₱ doz., $1.75@$2.00

Carpet Sweepers—

		₱ doz.
Bissell Carpet Sweeper Co.:		
American Queen	Cyco-Bearing	$27.00
Crystal		36.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00
Lots of 5 dozen, $1.00 per doz. less.		
Goshen Sweeper Co.:		New Prices ₱ doz.
Goshen Junior		$9.00
Eureka		12.50
Champion		17.00
Our Leader		18.00
Unrivalled, Broom-Action, Jap.		18.00
Unrivalled, Broom-Action, Nic.		20.00
Star, Broom Action, Japan		19.00
Banner, Broom Action, Japan		20.00
Banner, Broom-Action, Nickel		22.00
Reliable, Broom-Action, Japan		20.00
Reliable, Broom-Action, Nickel		22.00
Rapid, Broom Action, Japan		20.00
Rapid, Broom-Action, Nickel		22.00
Select, Broom Action, Japan		20.00
Select, Broom-Action, Nickel		22.00
Easy, Cam Action, Japan		20.00
Easy, Cam Action, Nickel		22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed....60&10%
Bracket Bed....60@60&5%
French or Phila. Iron Wheel....60%
Brass Wheel....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate....60&10%
Payson's Truck Casters....60&10%
Payson's Furniture....70%
Payson's Truck....70%
Tucker's Patent, low list....50%

Cattle Leaders—

Humason, Beckley & Co.'s....70&10%
Peck, Stow & W. Co....66⅔%
Sargent s....70&10%
Weltons....70&10%

Chain—

Aluminum Coil and Halter....50&5%
American Halter Chain....50@60&5%
American Proof Coil, 1000-lb lots,

Inch.	Per lb.
3-16	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ₱ 100 lbs.
Bridgeport Chain Co.:
Brown, Coil....60%
Brown, Halter....60%
Competition Sash....50&10%
Monarch, Sash....40&10%
Triumph, Coil....55%
Triumph, Halter....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain....35%
Galvanized Pump Chain....5½@6c
German Coil, list July 24, '97. 60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron....50&10@60%
Jack Chain, Brass....50&50&10%
Oneida:
Niagara....60%
Eureka....60%
Trace, Wagon and Fancy Chains, New List....50@50&10%

COW TIES—
American....85@40%
Niagara....45@50%
Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....35%
Sisal....20%

Chain Guards—

Aluminum S. & N. Co....50%

Chain Hoists—

Moore's "Anti-Friction"....30%
Moore's "Direct"....50%

Cherry Stoners—

Enterprise....25@30%
Family....net ₱ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros....30%
Charles Buck....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby....70%
C. E. Jennings & Co, No. 70....20%
Jennings & Griffin Mfg. Co....70%

TANGED AND MISCELLANEOUS—
Box....60&10%
Buck Bros....20&10%
Butchers'....$4.75@$5.00 to £
C. E. Jennings & Co....30%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges....40%
Spear & Jackson's....$5.00 to £
Tanged Firmers'....40@40&10%

COLD CHISELS—
Good quality, ₱ lb....18c@20c
Snell's Best C. S....50%

Chucks—

Beach Patent, each, $8.00....20%
Cushman's:
Combination....40%
Independent....50%
Morse's Adjustable, each, $7.00....25%
Syracuse, Balz Patent....30%
Skinner's Patent Drill Chucks....30%
Skinner's Ind't Lathe Chucks....40%
Skinner's Pat. Comb. Chuck....40%
Standard, Improved....45%
Union Mfg. Co.:
Combination....40%
Independent....40%
Universal....40%
Victor, No. 1, $8.50; No. 2, $12.50 25%

Clamps—

Adjustable, Cincinnati....25&10%
Adjustable, Hammers....15%
Adjustable, Stearns'....30%
Malleable, Stearns'....75%
Cabinet Makers or Quilt Frame, Sargent's....45%
Carpenter's, Cincinnati....25&10%
Carriage Makers', Sargent's. 50@50&10%
Carriage Makers', Stearns'. 50@50&10%
Carriage Makers', P. S. & W. Co. 40&10
Smith's:
Eccentric....35%
Splicing....35%
Splicing Tools....25%
Warner's....40&10%

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Cleaners, Sidewalk— ₩ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago ..... Each 8.75 net
TOILET
Chicago Flexible Shaft Co.'s: ₩ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—
Norway Axle ..... 60&10&10%
Norway Spring Bar Clips ... 60&10&10%
Superior Axle Clips ..... 60&10&10%

Coffee Mills—
Box and Side ..... 50@50&10%
Enterprise Mfg. Co ..... 25@30
Logan & Strobridge Co ..... net prices
National Specialty Mfg. Co 30%
The Swift, Lane Bros. Co 30%
Waddell's New Box Mills 10%
Ideal Brand, New List ..... 60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses ..... 50&5%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension. 40%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%
Starrett's Fay's Patent Spring Calipers and Div ..... 25&10%
Wright's 33⅓%

Coopers' Tools—
Bradley's 20%
Barton's ..... 20@20&5%
Beatty's 33⅓%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co ..... 25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—
Detroit Cork-Screw Co 33⅓%
Howe Bros. & Hulbert 40%
Humason & Beckley Mfg. Co. 40&10%
Samson ..... ₩ doz $10.00
Williamson's 40%

Corn Hooks— ₩ doz
Kretsinger Cut-Easy ..... $3.00 net

Corn Knives and Cutters—
Bradley's ..... net
Wadsworth's ..... net

Counter-inks—
Mayhew's Diamond 40%
Smith's 25%
Snell's 50%
Wheeler's Patent ..... 50&10%

Crayons—
Sargent's List 20%
Dixons: ₩ gro.
Eclipse $3.75
Emerald 5.00
Oriole 5.00
Rainbow 2.81
Solid 7.50

Curry Combs—
Fitch's List, Nov. 20, '96 ..... 25&10%
Kohler's ..... 30@35%
New York Stamping Co. List, Sept. 17, '97 ..... 40%
Perfect 40%
Rubber, ₩ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cycle Hangers—
Lane's ..... 33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) ..... 40&10%
Pope & Stevens:
Brass 40%
Embossed ..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 50&10%
Home ..... 45&10@45&10&10%
Norton's 50%
Toler's 40%

Door Springs—
Champion (Coil) 50%
Gem (Coil), list Oct. '95 ..... 20%
Rubber, complete, ₩ doz. $5.50 ..... 45@50%
Star (Coil), list Oct. '95 ..... 20&10%
Torrey's Rod, 39 in., ₩ gro $15.00
Torrey's Rod, 43 in., ₩ gro 42.00
Victor, Coil ..... 50&10%

Drawer Pulls—
Sargent's List 60%

Drawing Knives—
Adjustable Handle ..... 25@25&10%
Bradley's 35%
Douglass ..... 70&10%
Jennings & Griffin 66⅔%
Mix ..... 70&10%
Ohio Tool Co ..... 70&10%
P. S. & W ..... 70&10%
Witherby ..... 70&10%
Watrous ..... 30&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools 50%
Bench, Manneers 66⅔%
Blacksmiths' 60%
Breast, Bartholomew's ..... 25&10%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00 .15&10%
Clamp 20%
Ratchet, Billings' Double Acting 33⅓%
Ratchet, Ingersoll's 25%
Ratchet, Merrill's ..... 20@20&5%
Ratchet, Moore's Triple Act ..... 25@30%
Ratchet, Fletcher's 40%
Ratchet, Whitney's 50%
Ratchet, Weston's ..... 20@25%
Stearns' Bench 30%
Upright, B. & P 50%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00 ..... 33⅓%
Wilson's Drill Stocks 10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'
Coe's 60%
Prentice 60%

Drug Mills—
National Specialty Mfg. Co 30%

Dust Beaters— ₩ doz.
Planet Mfg. Co., No. 1 ..... $3.00
Planet Mfg. Co., No. 2 ..... 4.00
Planet Mfg. Co., No. 3 ..... 5.00

Easy Lawn Swings— ₩ doz.
Ulrich Mfg. Co $85.00

Egg Beaters—
Dover Stamping Co.:
New Dover, ₩ doz. 75 cts., ₩ gro. $7.50
Extra Family Size ..... ₩ doz. 2.00
Keystone 33⅓%
Spiral ..... ₩ gro. $4.25@$4.50
Standard Co.: ₩ gro.
Dover, No. 5 ..... $5.50
Dover, No. 10 ..... 7.00
Dover, Steel Handle, No. 10 .... 7.00
Dover, Extra Heavy, No. 15 .... 12.00
Rival 9.00

Emery—
Genuine Turkish Walpole Mills,
No. 6 to 46, ₩ lb 10c
No. 54 to 150, ₩ lb ..... 10c } 20%
Flour, ₩ lb 8c

Enameline— ₩ gro.
No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—
Wood 25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives— ₩ doz.
"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Woetenholm's ..... $3 25..10%

Faucets—
Brass Globe Cocks ..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs ..... 50&10@60%
Red Cedar ..... 40@40&10%
Red Cedar, bbl. lots 50%
Frary's Pat. Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "Buckeye," Metal Key 40%
John Sommer's "Rochester," Metal Key 50%
John Sommer's "Rival," Metal Key. 50%
John Sommer's "Crescent," Metal Key ..... 50&10%
John Sommer's "Diamond," Lock .. 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined 60%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "Common," Cork Lined 70%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50&10%
Star ..... 60@60&5%
SELF MEASURING—
Enterprise ₩ doz. $36.00 ..... 40%
Lane's ₩ doz. $36.00 ..... 40&5@40&10%
National Specialty Mfg. Co 33⅓%

Files—
DOMESTIC—
New List, Nov. 1, 1899.
American ..... 70&10%
Arcade 70%
Derby ..... 75&10%
Disston's 70%
Disston's Superfine ..... 25@30%
Eagle 70%
Economy ..... 75&10%
Great Western ..... 70&10%
Kearney & Foot ..... 70&10%
Nicholson 70%
Nicholson's X. F. Files ..... 30@25&10%
Royal 75
Second Quality Files ..... 80&10%
Tiger 75%
Victor ..... 75&10%
IMPORTED—
Stubs ..... Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fish Scalers—
Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... 25&10%

Fluting Scissors—
List 45%

Forges—
Boynton & Plummers 60%

Forks—
Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks ..... 40&5%
Ballast or Stone Forks ..... 40&5%
Beet Forks ..... 40&5%
Coal Forks ..... 40&5%
Coke and Cotton Seed Forks ..... 40&5%
Hay Forks, Four Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Four Tine ..... 60&30%
Manure Forks, Four Tine 75%
Manure Forks, Five and Six Tine ... 70%
Grain or Barley Forks ..... 70&10&2½%
Heavy Mill, Manure or Street Forks. 75%
Oyster Forks ..... 40&5%
Potato Digging Forks 65%
Potato Scoop Forks 50%
Shaving Forks ..... 40&5%
Sluice Forks ..... 40&5%
Socket Hay Forks, Four Tine .. 66⅔&5%
Socket Manure Forks, Four Tine 70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks ..... 70&5%
Stone Picking Forks 65%
Tanner's Forks ..... 40&5%
Hay Forks, Three Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Three Tine ..... 67½&2½%
Hay Forks, Two Tine, Standard Size 65%

Fruit, Wine and Jelly Presses.
Enterprise ..... 25@30%

Fry Pans—
Acme Fry Pans ..... 70@70&5%
Burnished, regular goods .... 75@75&10%
Standard List ..... 70&10@75%

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₩ 1000 ft. $4.50 ..... 25%
Common Cotton Fuse, ₩ 1000 ft. $4.75 ..... 25%
Single Taped Fuse, ₩ 1000 ft. $8.00. 25%
Double Taped Fuse, ₩ 1000 ft. $10.00 25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel 50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc. 55&10@55&10&10%
Stanley's ..... 60&10%
Stanley's Chisel ..... 20&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Copeland Champion Bit, ₩ doz. $2.00 net
Stubs' Wire and Drill 20%
Wire, Morse's 25%
Wire, P. S. & W., low list ..... 10 & 10%
Wire, Wheeler, Madden & Co 10%

Gimlets—
"Diamond" Gimlets, ₩ gr. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue ..... 25&25&10%
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots—
Tinned ..... 30&10@40%

Graters—
Champion Nutmeg ..... ₩ doz. $9.00
Edgar's Nutmeg ..... ₩ gro. $10.50..10%
Enterprise ..... 25@30%
Rotary Nutmeg ..... ₩ gro. $9.00

Griddles—
Cronk's 70%

Grindstone Fixtures—
P., S. & W. Co ..... 50&10%
Russell & Erwin ..... 70&10%
Sargent's Patent ..... 70&10%
Stowell ..... 55&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's ..... ₩ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co ..... 50&10%
Henry Cheney Hammer Co.:
Haudled Claw ..... 40&10%
Machinists' ..... 50&10%
Humason & Beckley ..... 40&10%
Dunlap's Patent 25%
Magnetic Tack, Nos. 1, 2, 3, $1.25, $1.50&$1.75 ..... 40%
H. & B., Tack ..... 50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail. 33⅓&5%
Engineers and B. S. Hand. ... 50&10%
Y. & P., A. E. Nail ..... 33⅓&5%
Other Brands ..... 40&5%
Sargent's New List ..... 40@40&10%
Ulrich's Handy ..... ₩ doz. $3.00
Verree ..... 50&10%
Warner & Noble's New List 25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb ..... ₩ lb 40c } 75@75&10%
3 to 5 lb ..... ₩ lb 36c }
Over 5 lb ..... ₩ lb 30c ..... 75&10%
Heavy Weights ..... 75&10%
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—
Covert Mfg. Co.:
Jute 35%
Sisal 20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's ..... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb 80c.70%

Nos.	0	1	2	3	4
₩ doz.	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%
Drawer Handles 60%
Ring Handles 70%
Roggin's Latches ..... 35@35&10%
Shelf Box Handles 65%
Trunk Handles 60%
Tub Handles ..... 60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock.....50%
Bronzed.....50@50&10%
Japanned, with Nuts.....45&10%
Japanned, with Plate.....45&10%
Japanned, without Plate.....45&10%

DOOR PULL—
Bar.....60@60&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List 60@60&10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....℔ gr. $2.25@2.50
Auger, large.....℔ gr. 3.00@3.25
Auger, Douglass' Pat., ℔ set, No. 1. $1.0 ; No. 2, $1.40.60&10%
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Auger, Swan's Pat., ℔ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....℔ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd.. 1.50
Disston's Crosscut.....50%
File, assorted.....℔ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ℔ gr. $2.25@2.50
Firmer Chisel, Apple, large, ℔ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ℔ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ℔ gr. $2.50@2.75
Firmer Chisel, Socket, ass'd, ℔ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork..60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Trackless.....33⅓&20%
Barn Door, old pattern.....60&10%
Barn Door, New England.....66⅔@70%
Barry, $6.00.....50&10%
Best Anti-Friction.....60&10%
Challenge Barn Door.....50%
Cronk's Roller Bearing, No. 0, $15 00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel, cov'd, Loose Axle....60%
Coburn.....40%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lane's Barn Door:
Barn Door, Standard.....60%
Covered.....50&10@50&10&5%
Special.....60%
No. 50.....50&10@60&5%
New Model, Tinned.....30&10@40%
Parlor:
Standard.....℔ set, net, $3.50@$3.60
Ball Bearing.. " " 4.50@ ——
New Model.. " " 3.00@ ——
New Champion " " 2.40@ 2.50
Manhattan.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ℔ dozen pairs.....60&10%
Richards' Single Track, Steel....40&10%
Richards' Anti-Friction.....50%
Stearns:
Single Track, No. 5.....30&20%
Gem.....60%
Royal.....60%
Challenge.....60%
Warner, 1 and 2.....40%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60%
Magic.....50%
Matchless, Covered.....50&10%
Nansen, Roller Bearing.....50&10%
Parlor Door.....50%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓&5%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00.60&10&2½%
Warner's Patent.....20&10&10%
Wilcox.....40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1.10 ℔ doz. 40&10%
Wrought.....80&10@85%
Wrought, Stanley.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10%

Hay Racks—
Baxter' Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point .50%
Auburn Straw.....40%
Lightning, from jobbers.....60&5%
Wadsworth's.....40%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate.....70%
Rolled Raised.....70%
Plate Hinges, "Providence," 6 to 12 in., ℔ lb, 5c., 14 to 36 in., ℔ lb, 4c.
Screw Hook and Strap, 6 to 12 in., ℔ lb, 3½@3¾c.
Screw Hook and Strap, 14 to 20 in., ℔ lb, 3¼@3½c.
Screw Hook and Strap, 22 to 36 in., ℔ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges..66⅔@66⅔&10&10%
Heavy Strap Hinges.....70@70&10&10%
Light T Hinges.....50&10@60&10%
Heavy T Hinges 60&10@60&10&10&10%
Extra Heavy T Hinges.....66⅔@70&10%
Long Chest Hinges.....45@50&10%
Hinge Hasps.....45@50&10%
Crate Hasps.....45@50&10%
Crate Hinges.....66⅔@70&10%

SPRING HINGES—
Bommer's.....33⅓%
Bardsley's Patent Checking.....15%
Chicago.....25%
Champion.....60%
Keil's American.....30%
Matchless, Double Acting Pivot.....25%
New Idea, No. 1.....℔ gr. $7.50
New Idea, No. 2.....℔ gr. 18.00
Rex.....℔ gr. 13.00
Royal, Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List, 1894:
Bronze Metal.....70&10&10%
Japanned Surface, Single.....70&10%
Japanned Surface, Double.....60&10%
Mortise.....70&10%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....60&10%
Vigilant.....60%
Stearns.....75%
Union Spring Hinge Co.'s List, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acorn.....℔ gr. $12 50
Acme.....30%
Acme, Brass.....20%
American.....30%
Clover Leaf.....℔ gr. $12.50
Columbia, No. 14.....℔ gr. 9.00
Columbia, No. 18.....℔ gr. 25.00
Crown.....30%
Gem.....2%
Knoxall.....℔ gr. $9.00
Oxford.....25%
Wiles', No. 1, ℔ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....℔ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ℔ doz. $7.80.....60%
N. E., Reversible, ℔ doz. $5.60.....60%
N. Y. State, ℔ doz. $4.90.....60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ℔ doz. $4.20.....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....70&10%
Nos. 40 and 50.....70%
Huffer.....55@60%
Parker.....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13.....70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70&10%
Champion Gravity Locking, No. 75.....70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5.....70&5%
Double Locking, Nos. 20 and 25...70%
Empire, Nos. 101 and 103.....70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....70&10%
Noiseless, Nos. 50, 60, 65 and 55...80%
O. S., Lull & Porter.....80&10%
Pioneer, Nos. 030, 45 and 5½.....70%
Steamboat Gravity Locking, No. 10.....70&10&5%
Stenger's Positive Locking.....70%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ℔ doz. sets
Stanley's Rolled.....20&10%
Stanley's Rolled Center.....30%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....65%
Cotton Hoes.....70&10&10&5&2%
Cotton Chopper Hoes.....75&10&7½%
Garden Hoes.....75&2%
Harper's No. 7 Mortar Hoes.....65%
Jersey Hoes.....65%
Kretzinger, Cut-Ezy.....75&5%
Ladies' Cotton Hoes.....75&10&7½%
Laid Steel Edge Hoes.....25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes.....75&7½&2%
Planter Hoes, Regular Pattern...70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes.....75&10&2%
Special Mortar Hoes.....40&10&2½%
Sunhem Meadow Hoes.....75&5&2½%
Tobacco Hoes.....75&20%
Toy Ladies' and Boys' Hoes.70&10&10%
Truck Hoes.....50&10&2%
Warren Hoes.....60%
Weeding Hoes and Rakes.....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE—
Ground.....60&10&10%
Unground.....70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans.....45@50%
Maslin Kettles.....70@70&10%
Tinned Boilers and Saucepans...45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Potato, all kinds.....70%
Manure.....70%
Iowa F. T. Co.'s Clam.....60&10&2½%

BUSH—
Jennings & Griffin's.....33⅓&5%

CORN—
Kretzinger Cut-Ezy.....℔ doz. $8 net

CAST IRON—
Bird Cage, Sargent's list.....60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list.....50&10%
Coat and Hat, Sargent's list.....50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20%
Hammock Hooks, E. C. Stearns, ℔ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

NEAT—
Enterprise.....40%
Humason & Beckley.....80&10%

WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass ...No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—
Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&10%
American, all sizes						10½c net
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	19c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin	19c	17c	16c	15c	14c	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—
Horse and Mule, per keg.....$3.75
Burden's, all sizes.....3.70
Bryden, Phœnix, Perkins, &c.....3.75
Diamond State, Shoenberger, Crescent, &c.....$3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50%
Competition.....70%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel.....℔ doz. $12.00
Ice Crusher, No. 3...℔ doz. 8.00
Ice Crusher, No. 2...℔ doz. 6.00
Ice Crusher, No. 1...℔ doz. 20.00
Ice Tools.....℔ doz. 4.00
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33.℔ doz. $6.00..25@30%
No. 34.℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....10%
Base, Rubber Tip, 2½ in. Bead, ℔ gr. $1.50
Carriage, Jap.....℔ gr. 80c..60%
Door Mineral, R. & E. list...45&10%
Door Por. Jap'd, " " ...45&10%
Door Por. Nickel, " " ...45&10%
Picture, Judd's.....50&10%
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door .....40@40&10%

Lawn Mowers—
Champion .....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel. ..... 70&10%
Drexel, low list. 50%
Gold Coins, low list.....50%
Great American .....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy ....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam..... ..60&10%

Lawn Sprinklers—
Enterprise .....25@30%
Gibbs' Arc.....℔ doz. $10.00
Gibbs' Hustler.....℔ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
℔ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ℔ lb
Lead Pipe, full lengths.....6c
Lead Pipe, cut lengths 6½c
Lead Pipe, Tin Lined.... .....12½c
Block Tin Pipe.....37½c
Sheet Lead, full rolls.... ... .7c
Sheet Lead, cut rolls 8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ℔ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star .....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....℔ doz. $6.00
30&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate .....50@50&10%
Name Plate.....70%
Number Door Plate .....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon .....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax ....40&10%
No. 0 to 5 .....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50 ..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co.... .....net prices
Champion Night Latches ... .40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co 40%
Yale.....net prices
CABINET—
Eagle Lock Co..... . ...33⅓%
Corbin.....33⅓%
Yale 33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co 40%
Brown's Brass.....25%
Brown's Chain..... .....25%
Champion.....40%
Eagle 40%
Scandinavian ....90&25%
McWilliams..... ..... 25%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10%
Yale Lock Co .....net prices
TRUNK—
Corbin's 25%
Eagle 25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden. 33⅓%
Regular Goods.....60&10%

Meat Cutters—
American..... .....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....℔ doz. 33⅓%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise .....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ℔ doz.. .....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1, ℔ doz. $26.....60%
Little Giant.....50&10%
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ℔ doz.....45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's, ℔ doz 33⅓%
Nos..... ..... 100 150
$15 $18
Beef Shavers (Enterprise) .....25@30%
Chadborn's Smoked Beef Cutter ....
℔ doz. $60.00

Meat Juice Extractors—
Enterprise .....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Magnolia, Anti-Friction 25c
No Name 15c
Mystic..... .....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@80&5%
PICTURE—
Brass Head, Combination list 50%
Brass Head, Sargent's list ... 70@70&5%
Niles' Patent 40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze..... ..... 10%
China.....25%
Fire Gilt..... .....10%
Plain. 40%

Nail Pullers—
Black Hawk, ℔ doz..... ...$9.00
Cyclops.....35%
Eclipse.....℔ doz. 18.00, 25&10&10%
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00 .....30&5%
Lightning. .....℔ doz. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton, No. 2.....℔ doz. $10.00
Scranton, No. 3.....℔ doz. 9.00

Nail Sets -
Buck Bros 27½%
Cannon's Diam'd Point, ℔ gro. $12, 25%
Humason's.....50&10%
℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon ..... 4.00@4.75
Round, assorted..... 3.00@3.25
Square. . ..... 4.00@4.25
Snell's:
Octagon $4.75
Corrugated 6.50
Knurled 9.00

Nippers—
Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%

Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated..... 30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$5.20
Hot pressed, hexagon, blank..... 5.50
Hot pressed, square, tapped..... 5.60
Hot pressed, hexagon, tapped..... 5.80
Cold punched, plain, square, blank 4.30
Cold punched, hexagon, square, blank..... 4.40
Cold punched, plain, square, tapped..... 4.10
Cold punched, plain, hexagon, tapped 4.20

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader..... .... .60
Perfect Oilers..... 1.50
Star Pocket Oilers ..... .75
Draper's:
Brass ....70&10%
Steel..... .....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....5⅓&10@60%
"Paragon," Zinc .....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust .....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ℔ lb .....$ .60
Rosy Red Washita..... .60
Extra Washita, Green Paper Wrapper, ℔ lb..... .50
No. 1 ..... .40
No. 2 ..... .30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge, ℔ lb:
Lily White Slips ..... .90
Rosy Red Slips ..... .90
Extra Slips, same sizes as above.. .80
No. 1 ..... .70
No. 2..... .40
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ℔ lb ..... .70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ℔ doz.
8x2..... $12.00
7x2..... 11.00
6x2..... 10.00
5x2..... 9.00
4x1¼ 7.00
3½x1 ..... 5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ℔ lb.....$ .24
About 2x2x1½, extra selected.... .40
Discount, 33⅓%.
India Oil Stones .....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston' 60%
"Excelsior" Plumbago, Pure, ℔ lb $1.00..... .....50&10%
Extra..... ....60%
Standard, Fair Quality..... .....70%
MISCELLANEOUS— ℔ lb
American Packing..... 8c@10c
Cotton Packing..... .....13c@14c
Italian Packing.....10c@12c
Jute .....5c@5½c
Russian Packing.....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ℔ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza .....each 5.00
Dandy .....each 7.50
Eureka, 1898 .....each 16.00
Family Bay State..... 12.00
Improved Bay State.....$27@30.00
Little Star..... 4.00
New Lightning..... 5.50
Penn 3.75
Perfection 4.00
Reading, 72 .... 4.00
Reading, 78..... 7.00
Scott's Pat. Rotary $15.00, 20%
Turntable, Old Style..... 4.50
Turntable, 1898 .... 5.00
White Mountain..... 4.00
POTATO— ℔ doz.
Saratoga $5.50
White Mountain..... 4.50

Pencils—
Dixon's: ℔ gro.
Carpenter's.....$2.67@8.75
Carpenter's, Blue or Red Lead ... . 4.00@7.50
Lead..... 2.18@4.38
Lumber.....6.87
Mascot, Hexagon..... ...8.75
Mascot, Round..... .. ..8.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality .....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co..... .....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous..... .....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle" ..... } 80&10@40%
Ohio ..... }
Sandusky ..... }
Buck Bros..... .....30%
Butcher's ....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White .....20&5@25%

Pliers and Nippers—
Button's 70%
Carew's Pat. Wire Cutters 25%
Cronk's:
Button Pattern 70%
Fencing Pliers, ℔ doz. $12.00..... 25%
Flat and Round Nose..... .33⅓%
Gas Pliers, No. 100..... .....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ℔ doz., No. 2, 5 in., $18.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers 66⅔%
Morrill's Parallel, ℔ doz. $12.00..80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers..... add 6⅔ dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's .... 40&10&10%
Davis':
Inclinometers 20%
Iron Levels .... 25&10%
Disston's 70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's .....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight..... ....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... .....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste .....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....℔ lb
Joseph Dixon's.....℔ gro. $5.75, 10%
Gem.....℔ gro. 4 50, 10%

Poppers, Corn—
Round or square, ℔ doz. ℔ gro.
1 qt.....$ .75 $ 6.50 } 10@
1½ qt..... .85 8.00 } 15%
2 qt..... 1.15 12.00 }
Quincy Corn Popper, 1 qt., ℔ doz. $8.00; 2 qt., $4.00..... .....33⅓%

Post Hole Diggers— ℔ doz.
Disston's Samson Digger....$84.00, 25%
Kohler's: ℔ doz.
Little Giant, No. 12.....$12.00
Hercules, No. 25 ..... . 10.00
Invincible, No. 6..... 9.00
Pioneer, No. 714..... 7.50
Lock Lever, No. 20..... 12.00
Universal, No. 49 ..... 12.00
New Champion, No. 37..... 6.00
Iron Handle, No. 38 .... 7.00
Ryan's..... ℔ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.... .....60%

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw....₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12 00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No. 235, Fig. 403, Windmill Pump.....16 00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16 00
No. 268, Fig. 518, Low Down Tank Force Pump.....16 00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

	Net
Torrent Pump Co., Cleveland, O.: Purifying Pump, each..	$3.00
Chain for same, ₱ foot	.11
Torrent C. P. Curbs, each	1.50
Same, fitted for 2-inch tubing	1.60
Poplar Tubing, ₱ 100 feet	4.00
2-inch Tubing, ₱ 100 feet	5.00
Galvanized Iron Tub'g, ₱ 100 ft.	6.00
Couplings for same, ₱ pair	.15
Galvanized Chain, ₱ 100 pounds	5.50
Torrent Rubber Buckets	5.00
Victor Buckets, ₱ 100	7.50
Cleveland Buckets, ₱ 100	4.50
Torrent Water Drawer	50%
Roberts Water Drawer	50%
Wood Suction Pumps	50&5%
Galvanized Iron Pumps	50%
Cyclone Force Pump	50%
Oatman Handy Hoops	40&10%
Eave-Trough Hangers	40%
Sprayers, ₱ dozen	Net $4.50
Acme Riveter, ₱ dozen	4.50
Dreyer Spoke Repairer, ₱ doz.	.60

Delivered f. o. b , Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co., 20&2%

Rail—

	⅝	¾
Barn Door, Light, In.	⅝	¾
₱ 100 feet	$1.40	1.95 2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18.....8 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@8.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3.75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank..7%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Coppered.....62½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

Cotton Rope, Best,	₱ lb
¼ inch and larger	13 @14c
Medium, ¼ in. and larger	10 @12c
Common, ¼ in. and larger	8½@10c

Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....11 c
⅜ in.....11½c
¼ and 5-16 in.....12 c
Hay Rope, Medium.....11½c
Sisal:
7-16 in. and larger.....8 c
⅜ in.....8½c
¼ and 5-16 in.....9 c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges.
Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 20%
Self-heating, Tailors'..₱ doz. 22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 38c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 8 in. to 14 in. Wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....35%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. 5.75@ 6.00
Union Platform Plain.... 2.00@ 2.10
Striped..... 2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....20%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—

	₱ doz.
Phillips: ⅛ in., Style E, Fancy Screen Doors	$12.00
⅛-in., Style G, Common Screen Doors	7.75
⅛-in., Style K, Fancy Screen Doors	9.90
⅛-in., Style K4, Fancy Screen Doors	10.50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens..... .. 50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns:
Frames and Corners..... 25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers... .....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co .. ..40&10%
Jennings & Griffin 66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40..... .....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66..... .....70&10%
Snell's Nos. 5 and 10 .....75%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz .....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head 77½%
Brass, Round Head.....75½%
Bronze, Flat Head 72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head.....70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head 50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail..... .....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....℔ doz. 2.40
Chair .....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing 50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's 60%
Piano Stool .....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15..... .....25%
Barnes' Scroll Saw Blades.....40%
Cricket..... .....10&10%
C. E. Jennings & Co 25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00 ... .15&10%

Scythes—
Grain .....net
Grass ....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast) .....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers... ... .net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel..... 60%
Shears, Tailors'.....40%
Shears, Tinners' 40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned 70%
Nickeled..... .... 60%
Standard Cutlery Co.:
Japanned..... .....70&10%
Nickeled ... .60&10%
Star Brand:
Nickel Scissors..... . .....60%
Nickel Shears..... .....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned 70%
Nickeled.... .. ..60%
Tailors' Shears..... .40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list..... .....60&10&2%
Hatfield's Pattern..... .....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co. s..... 60@60&10%
Sargent's list 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.90	9.00
Cleveland Pattern.	10.20	9.30

	C3, 3d Grade.	D4, 4th Grade
Plain Back.....	$8.70	$8.10
Strap Back.....	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head .....60&10@60&10&10%
Iron Head .....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x13..... 40%
Enterprise.....25@30%
Enterprise Mfg. Co..... ...25%
Tucker & Dorsey:
1 Knife .....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters 50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise..... .....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes..... .....66⅔%
Fitch's:
Bolt..... ...45%
Bristol ....40&10
Champion 40%
Clipper.....50&10&5%
Empire ....50&5%
National .....50&5%
Security 40%
Victor..... .....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps....
Breast Strap Protector.....
Double for Bits or Trace Carrier } 45%
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....40%
Derby Snaps 85%
Rope Snaps 40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) ...50&10%
Iron.....℔ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best 80%
Wood, ℔d quality..... ...83⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co... .....50&10%
Rogers & Hamilton ... .50&10%
Holmes & Edwards... .. ...50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847"..... .....$3.50
"Anchor" 3.25
"Eagle" 3.25
"Star" 3.25
Rogers, Smith & Co..... 3.25
Rogers & Hamilton..... ... 3.25
Holmes & Edwards..... 3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60)&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900 .....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut ... .60%
Brass, Oval or Hollow..... .50%

Staples—
Barbed Blind—⅛, 5/16, and ¾ inch, ℔ lb.....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's 80%

Stocks and Dies.
BICYCLE—
Holroyd & Co..... ....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co..... .....40@50%
Lightning Screw Plate..... 25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co..... .....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued .....90&10&10&10%
American, Tinned .....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S ....90&30%
Common and Patent Brads.....70&10%
Finishing Nails .....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks..... 70&10%
Trimmers' Tacks:
S. S .....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.... .....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk..... ....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers -
Columbia, No. 1, ℔ doz., net $1.00
Columbia, No. 2, ℔ doz., net..... 1.50
Little Jack.....℔ doz..... 1.00

Tapes, Measuring—
American Asses' Skin..... .....40&10@50%
Leather Case ....25@25&10%
Steel .....33⅓@40%
Chesterman's.....25@25&5%
Kenffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths .....60@65&5%
Machine Screw..... . 70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1½.....80@80&10%
Pipe, 2 to 4..... . ...70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's 25%
Sargent's..... .....40&10%
Stanley's.....30&10%
Tower & Lyon 33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track..... .. 3.25
Common 6 in. Wood Sheave Pulley, Fig. 433.....℔ doz. 1.75
D. H. Fork. Steel Regular...each, .85
Double Grapple Fork.....each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 435 .....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485 .....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486 .....℔ doz. 2.25
Hanging Hooks for Double Steel Track .....℔ doz. .65
Hanging Hooks for Single Steel Track .....℔ doz. .65
Hanging Hooks for Wood Track, 10 in.....℔ doz. .55
Hanging Hooks for Wood Track, 14 in..... 65
Malleable Frame K. P. Pulleys, Fig. 676. .....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork.....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....℔ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... 3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T.... 3.50
Single Rail Steel Track with clamps..... ℔ ft. .09

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Sprout's Shear Fork, each.....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track..... 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 303 and 304, ₱ 100. .....$12.00
Shaw's:
Copper Finished.....80&10%
Lever .....70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50, ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N.....65%
Newhouse 40%
Victor .....70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em-alive, ₱ doz.$2.50, 15%
Mouse, Delusion..... .....40%
Mouse, Ideal, ₱ gro.....$9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24.. .....$10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole.. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... . 4.20
Reddy, No. 30..... . 3.60
Reddy, No. 40..... .... 3.60
Reddy Rat Traps, No. 2 ..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering. ..... .25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing.....30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson..... .....25@25&10%
"Rose" Brick, Plastering and Moulders..... ..... 30@30&10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination 50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw.. ...15%
Holland's 40%
Howard's..... 40%
Little Giant Bench..... .....25&10%
Lowell Hand.....33⅓%
Millers Falls:
Mechanics'.....net@10%
Oval Slide.....50&10%
Ball Clamp..... ..45%
Gravity .....net
Hand 15%
Moore's.....20%
Parker's:
Regular ..... 20@25%
Combination Pipe... .....55@60%
Oval Slide..... ....55@60%
Victor..... ....20@25%
Vulcan ....40@45%
Phenix .....20@20&10%
Prentiss.....20@25%
Sargent's 70%
Simpson's Adjustable..... ... 40%
Stephens.....25@33⅓%
Trenton ..... 40@40&5%
V. W. & W. Parallel.....40%
Coach Makers 40%
Oval Slide.....40%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches.....70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. . .....25&10%

Window Stop Adjusters—

Ives' New List..... .....40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....20%
Bright Wire Goods, New List.....85&10%
Cast Steel Wire.....50%
Copper Wire..... .....10%
Annealed and Tinned on Spools.....50%
Brass and Copper on Spools... .....40%
Spooled Wire, ass'd for Retailing....60%
Market Wire, Bright and Annealed:
Nos. 6 to 9.....75%
Nos. 10 to 18.....75&5%
Nos. 19 to 26.....75&15%
Nos. 27 to 36.....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9.....70%
Nos. 10 to 18.....70&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 ....70&10&10%
Tinned:
Nos. 6 to 14..... . .70&10&10%
Nos. 15 to 18.... .....70&10&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 .....70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported.....₱ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting ... 60@30&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .30%
Iron..... ....35%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby..... .... 25%

Wire Stretchers—

W. C. Heller's Grip... ....₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.20
Alligator.....70%
Baxter's.....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Patent Combination Black.....40&5%
Patent Combination Bright 40%
Bicycle:
Club 40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's ....30@33⅓%
Coes':
Genuine .....40&10&5&5&3%
"Mechanics'" ...40&10&10&5&5&3%
Coes' Pattern, Wrought Bar...60&5@ 10&10%
Donohue's Engineer..... ...40%
Eagle Pipe..... .....50&10%
Gem 33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut 40%
Acme.....60@60&5%
Bull Dog.....60&10%
Hercules 70%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... .....2%
Peerless Mfg. Co , list Feb., 1892.....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 70c
Linseed, City, Boiled, in barrels, ₱ gal. 72c
Out of Town on Spot.....₱ gal. 70c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... ..... 2.40
In cans, 50 lb..... ..... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.00
In cans, 3 lb..... ..... 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb.		
Blue, Chinese	35	@40	c
Blue, Prussian	33	@38	c
Blue, Ultramarine	6	@30	c
Sienna, Italian, burnt & powdered	4½	@10	c
Sienna, Italian, raw & powdered	3	@ 7	c
Umber, Turkey, burnt	2½	@ 3¼	c
Umber, Turkey, raw	2¼	@ 3½	c
Green, Chrome, Ordinary....	5	@ 7	c
Green, Paris, in bulk 15		@16	c
Indian Red, American	2½	@ 3	c
Indian Red, English	4½	@ 8½	c

Colors in Oil—

Black Lampblack, best. 13		@15	c
Black Lampblack, common.. 7		@10	c
Blue, Chinese 35		@40	c
Blue, Prussian 33		@35	c
Blue, Ultramarine 16		@20	c
Sienna, burnt 12		@15	c
Sienna, raw. 12		@15	c
Umber, burnt 12		@16	c
Umber, raw.. 12		@16	c
Brown, Vandyke 12		@16	c

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
also Headquarters for Galvanized and Tinned Nails, Boat Nails, Spikes, Round Iron Rods, etc.
Slating and Roofing Nails, Slaters' Tools.
Copper Nails and Tacks.
279 PEARL ST., NEW YORK.

BEEN WITH YOU FROM THE BEGINNING.
Union Metallic Cartridge Co., New York. [Ammunition]: We have been with HARDWARE as advertisers from the beginning and expect to continue.

HORSESHOE MAGNET HAMMER.
WARRANTED.

Fitted with long handles. A specialty for billposters and traveling advertisers; also useful in other trades.
Superior to any magnetic tool heretofore made.
ARTHUR R. ROBERTSON, Patentee and Sole Mfr.,
144 Oliver Street, Boston, Mass.

"COULD NOT KEEP HOUSE WITHOUT IT."
Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

"THE MOST HELPFUL AID."
Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

Bits.
Bridgeport Gun Implement Co., Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Cement.
Major Cement Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Doebler Mfg. Co., Middletown, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.

Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

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D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

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Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T B. Harkins Foundry Co., Bristol, Pa.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny Pa

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Lightning-Rod Fixtures.

Cleveland Galvanizing Works, Cleveland, Ohio.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

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Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
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F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

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C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

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Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

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Cincinnati Screw and Tap Co., Cincinnati, Ohio.

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Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

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Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

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Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

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Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

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Trimont Mfg. Co., Roxbury, Mass.

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Smith & Egge Mfg. Co., Bridgeport Conn.

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Armstrong Mfg. Co., Bridgeport Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

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Tower & Lyon, New York.

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Holmes & Edwards Silver Co., Bridgeport, Conn.

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Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

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Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

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American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
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Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Underhill, Clinch & Co., New York.

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E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

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The Scranton & Co., New Haven, Conn.

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Torrent Pump Co., Cleveland, Ohio.

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Cleveland Galvanizing Works, Cleveland, Ohio.

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Cleveland Galvanizing Works, Cleveland, Ohio.

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HARDWARE BUYERS' DIRECTORY.

ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Allerton-Clarke Co.....45
American Cutlery Co.....52
American Railway Supply Co..... *
American Shearer Mfg. Co.....50
Ames Sword Co..... 11
Arcade File Works.....45
Arcade Mfg. Co..... ... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co.....17
Atlas Bolt & Screw Co.....68
Atlas Mfg. Co.... 1
Ausable Horse Nail Co..... 8

B

Baeder, Adamson & Co..... 5
Barnes (Wallace) Co.....47
Barnett (G. & H.) Co.... ... .68
Baxter Schenkelberger & Co.....40
Berger Bros. Co.....18
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....49
Bommer Bros.....68
Bradley's (G. W.) Sons. 52
Brass Goods Mfg. Co.....52
Brown, S. A.....49
Bruce & Cook..... 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 47
Burnham, Geo. Co..... 7
Burr Mfg. Co..... 4

C

Canton Steel Roofing Co.....52
Capewell Horse Nail Co.....68
Cary Mfg. Co.....52
Champion Safety Lock Co.....49
Chandler & Farquhar..... 7
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons.. 6
Chilton Paint Co.....50
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Galvanizing Works.....49
Cleveland Stone Co... 7
Cleveland Twist Drill Co.....68
Clinton Wire Cloth Co.....67
Coates Clipper Mfg. Co.....11
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....15
Conroy (P. J.) Co.... 47
Covert Mfg. Co..... 1
Cronk Hanger Co..... 15
Cushman & Denison.....41

D

Dangler Stove & Mfg. Co.....67
Deming (The) Co.....68
Detroit Fence Co.....16
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co.....11
Dow Wire Works Co.....16
Dubuar (J. A.) Mfg. Co.....49
Ducharmes (The) & Co..... 1
Dunbar Bros.. 1
Du Pont (E. I.) de Nemours & Co.... 3

E

Eastern Oil Tank Co..... 49
Ellis & Helfenberger.....50
Enterprise Mfg. Co. of Pa..... 8
Erie Specialty Co 2
Eyelet Tool Co.....16

F

Field (Alfred) & Co.... 10
Field (Alfred) & Co 13
Field, Chas. H.....49
Fitch (W. & E. T.) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co.....67
Glidden Varnish Co.....39
Goodell Co... 13
Graham (John H.) & Co..... 8

H

Hardware Price Books..... 14
Hardwaremen's Exchange.....50
Harrington & Richardson Arms Co... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham 1
Hawkins Co..... 67
Heinisch's (R.) Sons Co..... 5
Heller (W. C.) & Co.....18
Holmes & Edwards Silver Co.....10
Howard Iron Works.... 2

I

Iowa Farming Tool Co.....47
Ives (H. B.) Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co. 3
Kimball Bros.....13
Kohler (F. E.) & Co..... 4

L

Ladd's Discount Book 13
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....41
Lane Brothers Co. 2
Leete, C. H.... 50
Leonhardt & Co..... 7
Lisk Mfg. Co. (Limited).....43
Lowell Model Works 49

M

Magnolia Metal Co..... 1
Major Cement Co..... 41
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co.....10
Miller, Henry J.....34
Morley Brothers 2
Morrill, Charles..... 17
Mosler Safe Co..... 3
Mugford, A..... 2
Myers (F. E.) & Bro..... 16

N

National Sewing Machine Co..... 9
New Jersey Wire Cloth Co.....65
New York Stamping Co.....67
Newton, Wm. M..... 2
Nicholson File Co.....68
Niles Mfg. Co..... 2
North Bros. Mfg. Co.....42

P

Payson Mfg. Co..... 2
Pelouze Scale & Mfg. Co.....11
Peters Cartridge Co.....10
Pike Mfg. Co..... 9
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L..... 2
Pugh, Job T.....67

R

Reading Hardware Co.....11
Remington Arms Co..... . *
Robertson, Arthur R..... ..60
Rodgers (Joseph) & Sons.....10
Russell & Erwin Mfg. Co.....42

S

Salem Nail Co... 60
Samson Cordage Works..... 1
Sargent & Co 47
Scranton (The) & Co..... 1
Seaman (D. C.) & Co.....50
Sears, Roebuck & Co.....67
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co..... 49
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....47
Sommer's (John) Son.....68
Standard Paint Co.....18
Standard Tool Co..... 1
Stanley Rule & Level Co.....41
Stebbins (Chas. J.) & Co..... 3
Stimpson (Edwin B.) & Son.... 68
Sudlow, John W. 67

T

Tabor Revolution Counter.....47
Taylor (A. V.) & Co.....49
Thacher Belting Hook Co..... 5
Torrent Pump Co..... 49
Tower & Lyon.....12
Townsend, C. C. & E. P.....50
Trimont Mfg. Co..... 7
Troy Nickel Works.....42
Tubular Rivet & Stud Co.....52
Tuck Mfg. Co.....11

U

Underhill, Clinch & Co 52
Underhill, Clinch & Co 11
Union Hardware Co..... .12
Union Metallic Cartridge Co..... 1
Universal Scissor, Tool & Novelty Co..10

V

Van Dorn Iron Works..... 50
Van Wagoner & Williams Hdw. Co..68
Voigt, Starr & Co..... 5

W

Warren (J. D.) Mfg. Co.....11
Williams Pump Co..... 5
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co..... 16
Woodman (R.) Mfg. & Supply Co....11

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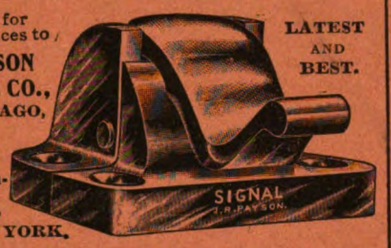
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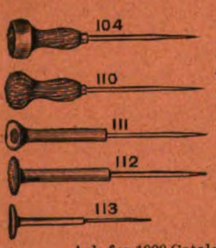
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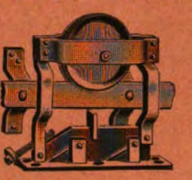


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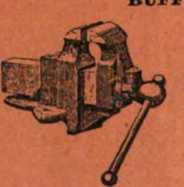


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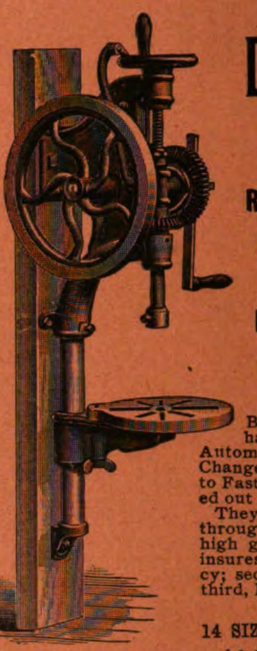
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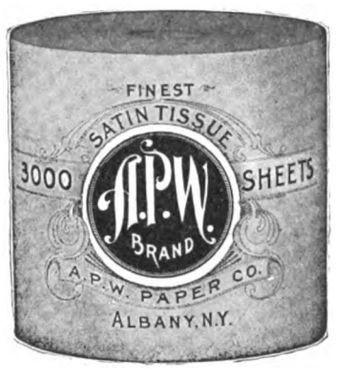
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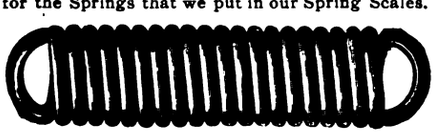
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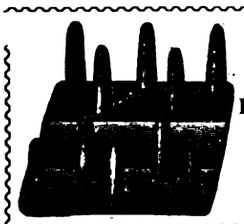
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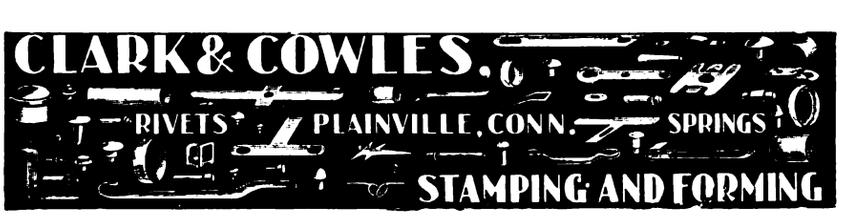
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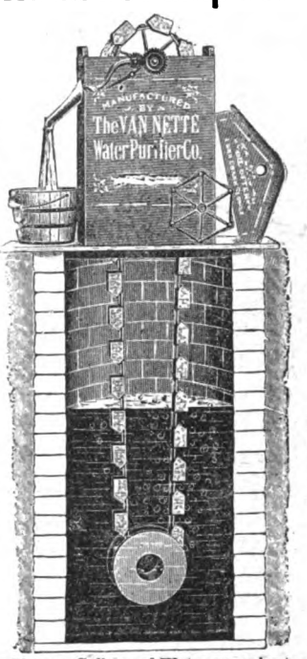
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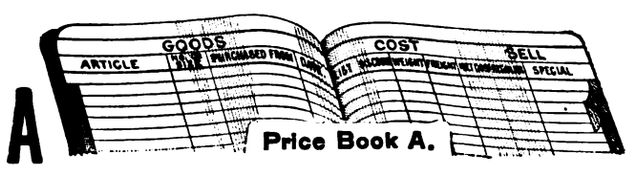
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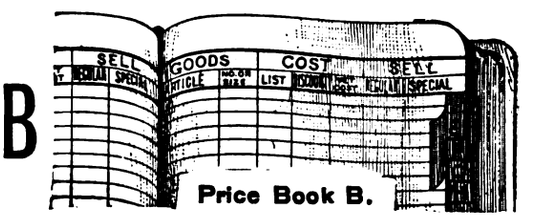


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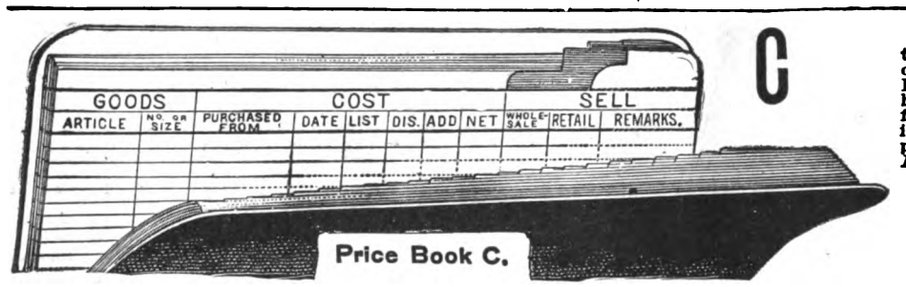


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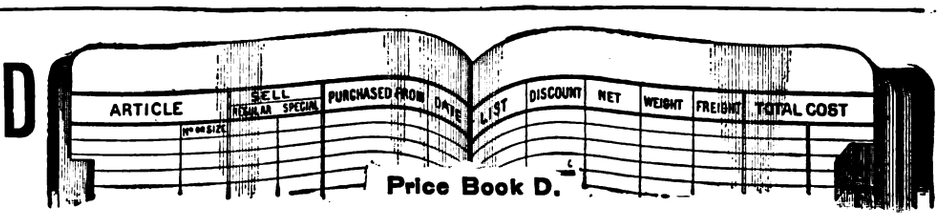
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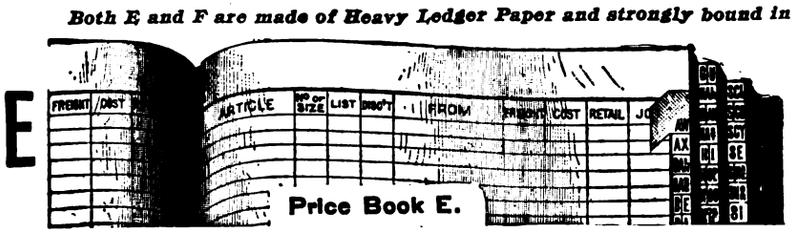
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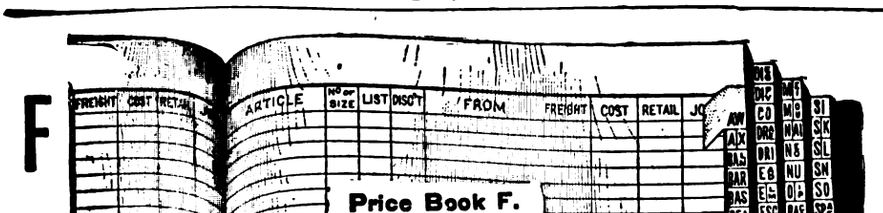


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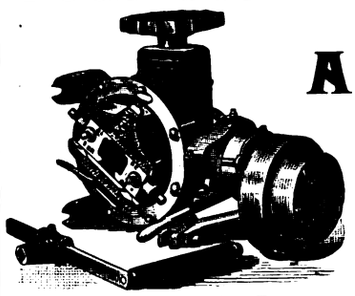
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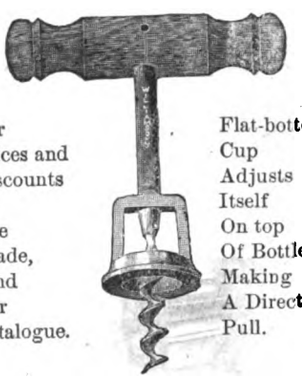
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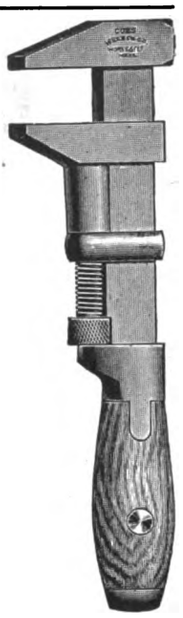
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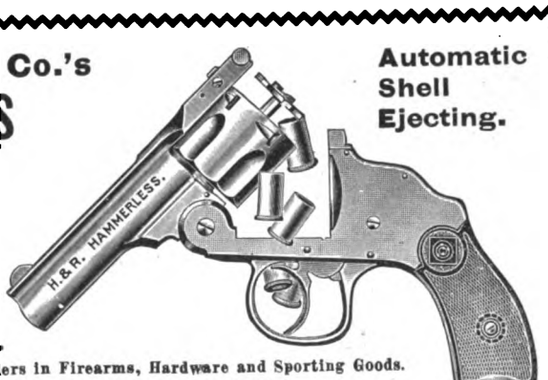
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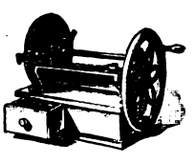
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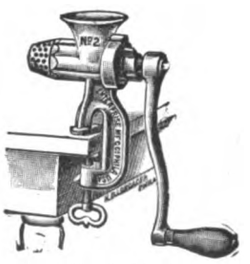

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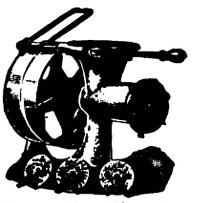

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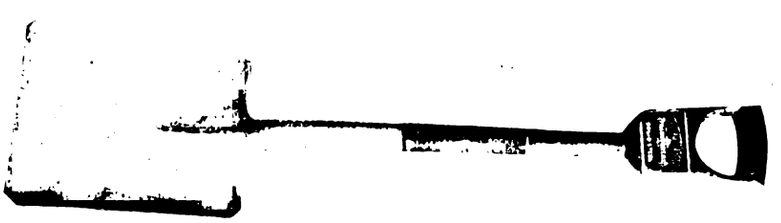


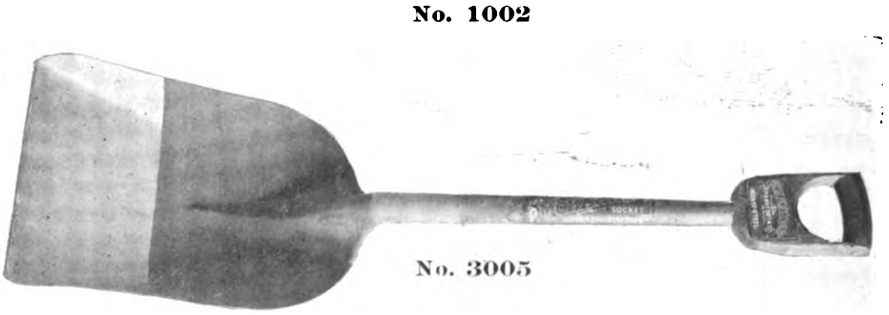
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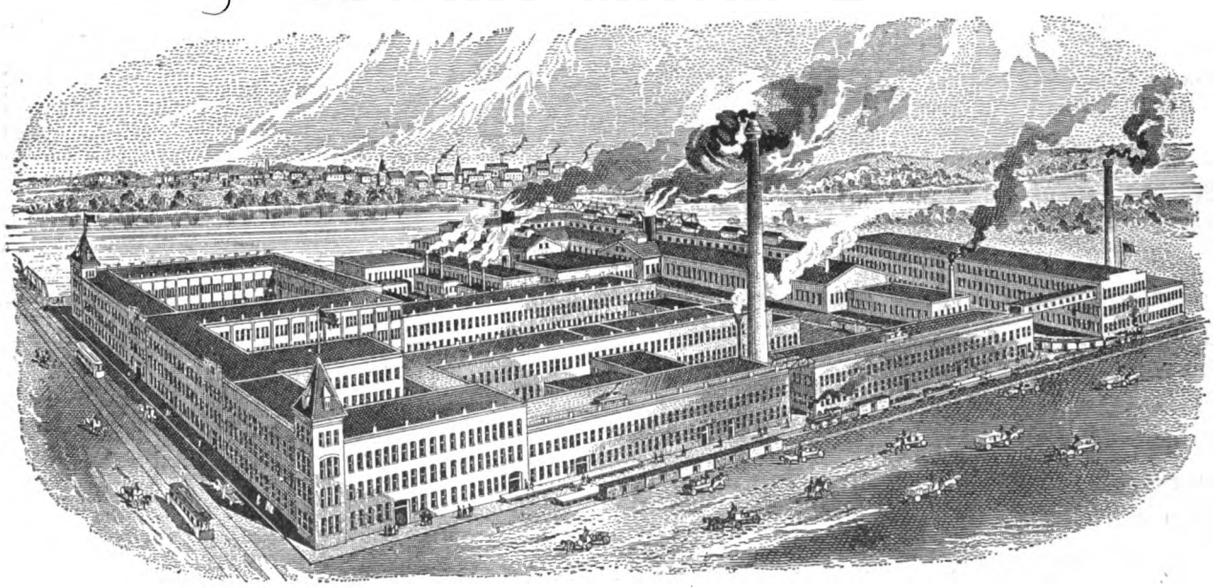
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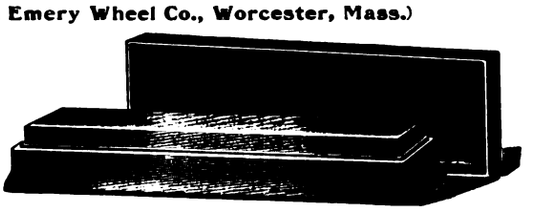
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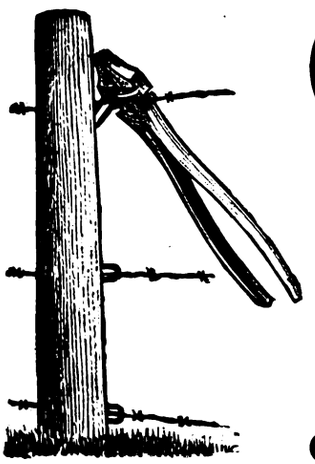
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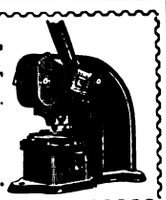
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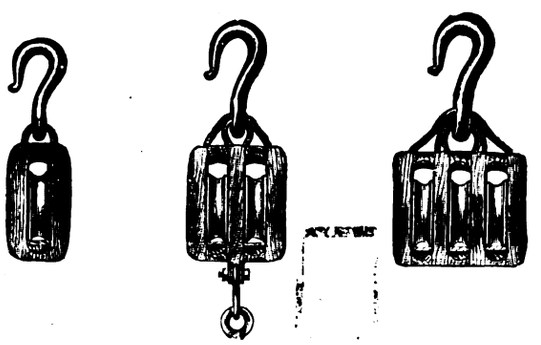
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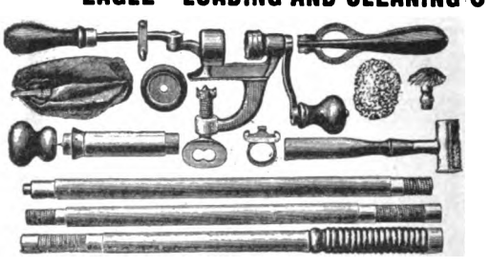


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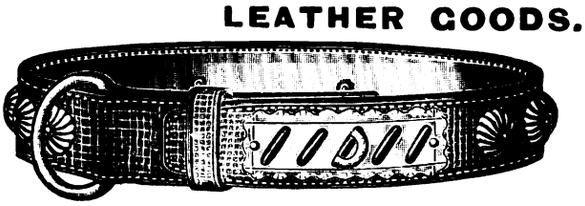
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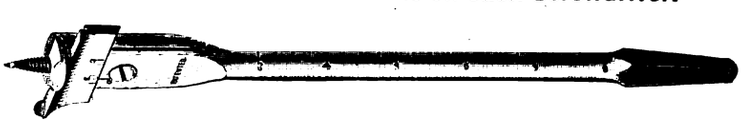
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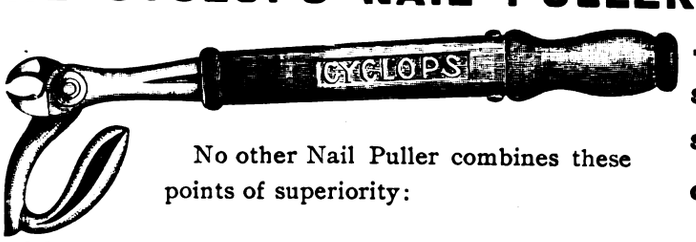
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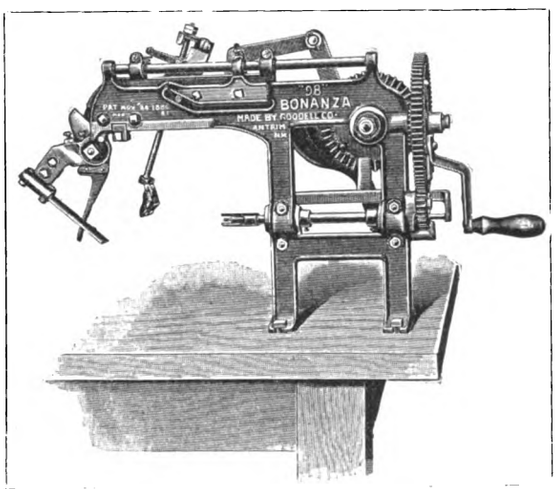
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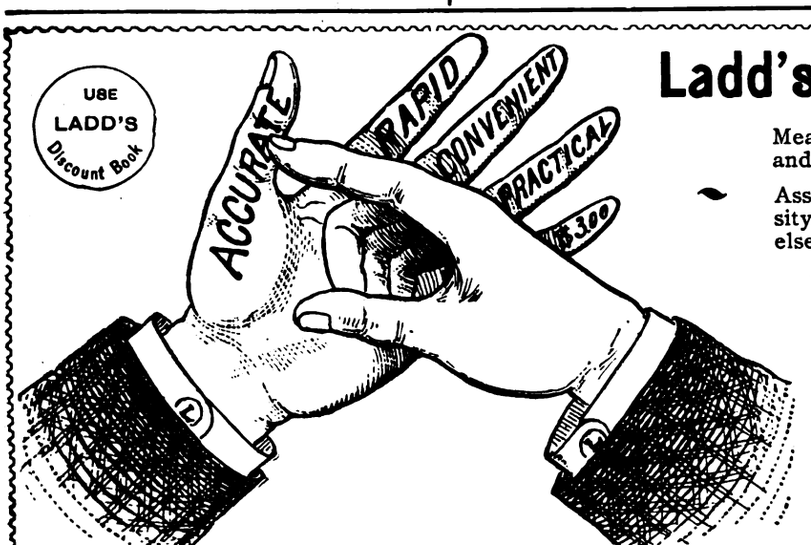
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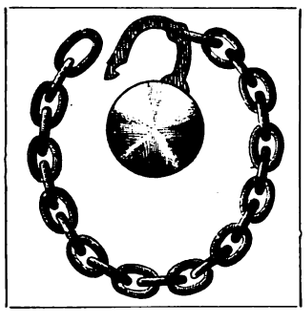
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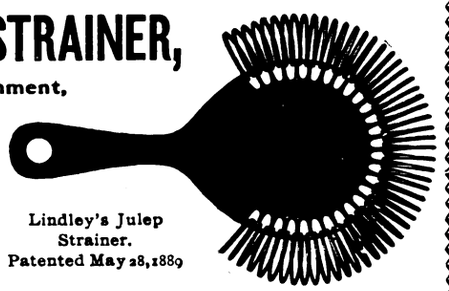
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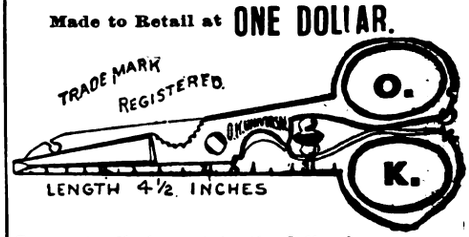
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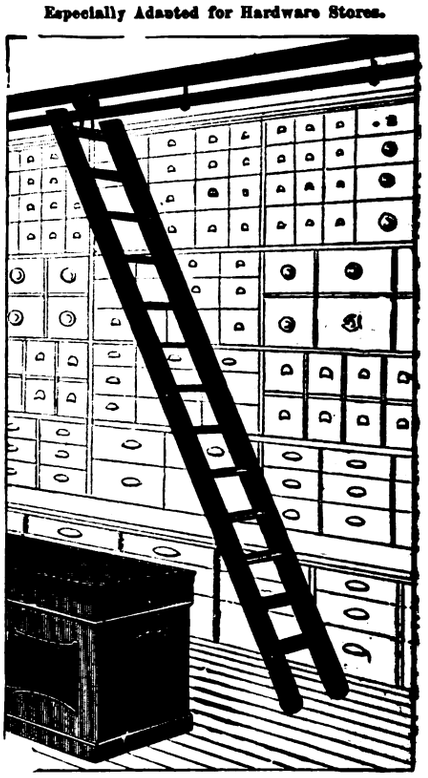
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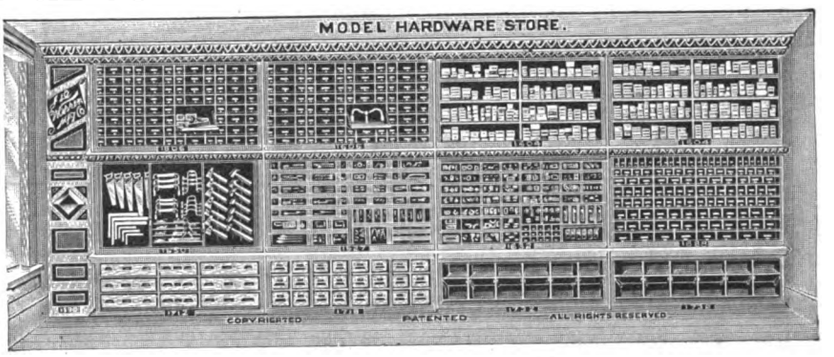
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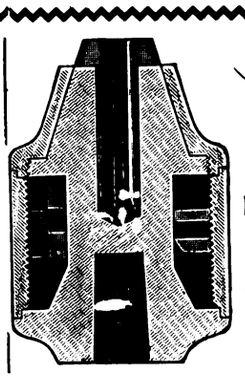
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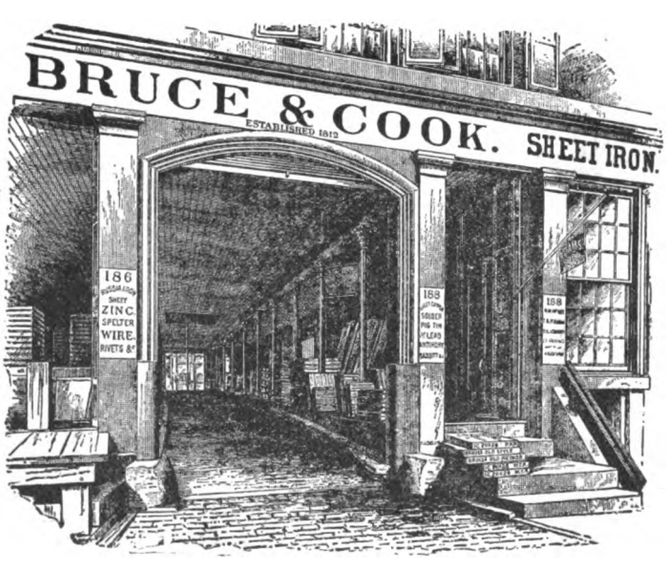
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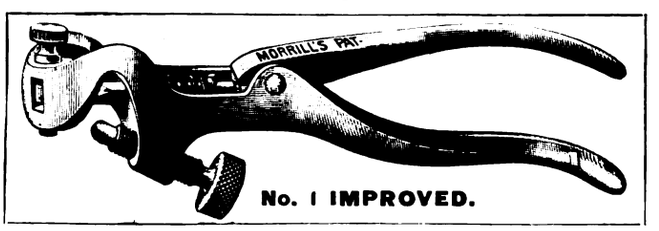
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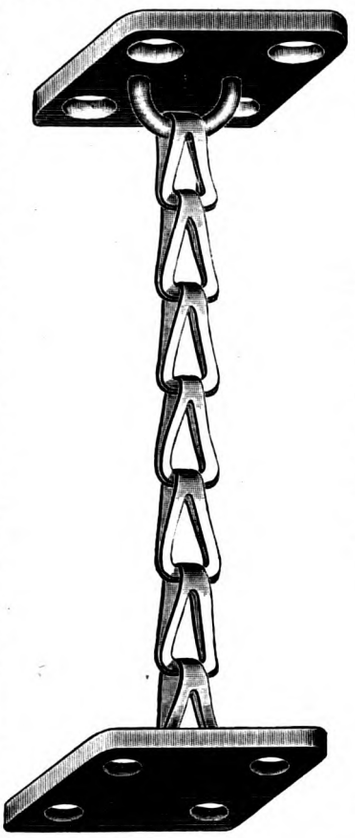
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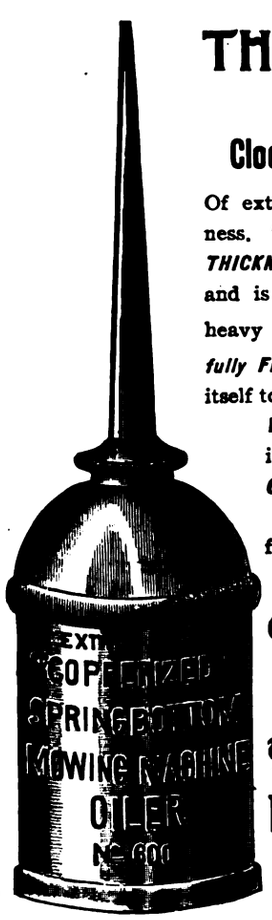
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HARDWARE

The Lewis-Wedum Co., Glasgow, Mont., are making improvements in their store and have recently placed an order with the J. D. Warren Mfg. Co., of Chicago, for a complete equipment of Warren Cabinet Shelving for same.

J. A. Horton, who formerly represented the Mossberg & Granville Mfg. Co., Providence, R. I., at their New York office, has been promoted, and is now in charge of the correspondence bureau of the firm at the main office in the above city. To the New York office, F. O. Adams has been appointed as his successor.

In the advertising columns of our "Hardwaremen's Exchange" will be found the advertisement of Griswold, Maloney & Co., Elmira, N. Y., who desire to dispose of their entire business in that city, and are willing to make favorable terms with a desirable purchaser. As this is an old and well established business, it affords an opportunity for entering in the Hardware business which should prove attractive at the present time.

Fox Cutlery Co., Dubuque, Iowa, recently made a change in their high grade manufacturing, dropping the more general line in the way of cutlery, and using their extensive facilities for the exclusive manufacture of their celebrated Fox razor. They state that the results obtained have been of the most gratifying character, and their trade has been very largely increased, in consequence, which they hope will continue to be the prevailing feature of the business.

Patterson, Gottfried & Hunter, 146-150 Centre Street, New York, have recently issued a card hanger of generous size, 11x4 1-2 inches, which they use in extolling the Nicholson "Great Western" XF files, for the sale of which they have the agency. As these files—the term "XF" signifying extra fine—are largely used by jewelers, watch and tool makers, and for similar fine work in which the best material and superior workmanship are required, and they form a very important part of the stock of this well known firm.

There is some prospect that George H. Barbour, Vice-President and General Manager of the Michigan Stove Co., Detroit, Mich., may be nominated for Congress in his district. We hope that may prove to be the case, the successful result of which can not be questioned. Mr. Barbour is possessed of all the qualifications necessary to make a successful Congressman, and in the larger field afforded by political preferment will no doubt become a shining mark. His addresses before Hardware conventions and other similar opportunities prove him to be possessed of the necessary oratorical talent to present to any gathering of men the progressive views of an advanced thinker, which, in the arena of national politics, would make him more than ever a leader of men.

Among our exchanges we have for years been interested in the good old Stamford *Mirror,* published at Stamford, Delaware County, N. Y., and have regarded it as one of the best local newspapers published in the smaller towns of the State. The veteran editor, Simon Bolivar Champion, who has ever since the foundation of the paper occupied the editorial chair, is just completing his fiftieth year in that responsible position, and to all appearances is just as ambitious and full of interest in current events as he was in the early days when ambition alone guided his editorial pen. Some of his old companions, Jay Gould especially—who was an early employee in his printing office—have succeeded in accumulating more wealth, but Simon still clings to the old sanctum where so many happy years have been passed, and where we trust his fiftieth anniversary will come loaded with good things.

The Luthe Hardware Co., Des Moines, Iowa, announces that on Aug. 27th their newly organized exclusive wholesale Hardware house will be ready to transact all regular business. Being located in the new and commodious building constructed especially for their use and subsequently equipped with all modern facilities for doing business on an extensive scale, they promise progressive Hardware buyers an exceptionally prompt service in the execution of orders intrusted to them. It is their intention to carry a complete stock of all such goods as pertain to the Hardware business in all its fullness. As the opening occurs in the week of the Iowa State Fair, they take pleasure in inviting all who may attend that have any interest in the Hardware business. They believe they can make it pleasant to their visitors and impress them with their ability to do a successful business.

We are pleased to learn by late reports from Davenport, Iowa, that Col. J. R. Nutting, of the Sickels, Preston & Nutting Co., is regarded as having a front seat in the affections of Governor Shaw, which may possibly land him in the vacant Senatorship caused by the death of United States Senator Gear, of that State. This, although only for the short term, expiring in 1901, would naturally be a stepping stone to the Colonel's continuance in that highly distinguished position. Col. Nutting is recognized as being a representative Republican, who never hesitates to go to the front in the interest of the party, whose means they have always been permitted to bank upon; loyal to a fault to his political principles and convictions, the Hardware trade will back us up in the opinion that the Governor could not make a more honorable or satisfactory choice in the filling of the position referred to.

A free day school for instruction in technical science will be opened at Cooper Union, New York City, on October 1. It is the design of those inaugurating this desirable addition to our schools that the course of instruction should supplement the complete scientific course now given by the High Schools of this city, affording by this method of advancement for the graduates of those schools, the facilities for studying the line of work advantageous to those who intend to engage in engineering work of any kind, which will include mechanical, electrical and civil engineering. The course will require three years of study. For the first year the work of all the students will be substantially the same, but at the beginning of the second year it will be diverted in a way to meet the requirements of the three several kinds of engineering work referred to. No examination for admission to either course will be required of applicants who can bring certificates giving the necessary evidence that they have completed the required course of mathematics of the High Schools of the city, at the same time certificates of other schools and academies will also be accepted. It is assumed that each student taking the regular course will be engaged in some class exercise from two to three hours a day. The hours for lectures and recitations will be between 9 a. m. and 3 p. m., but a programme yet to be announced will give more particular information regarding the time of recitations, etc. Application blanks may be obtained by personal request at the office of the Cooper Union, or by letter addressed to the Assistant Secretary, when all the necessary particulars may be obtained.

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HARDWARE

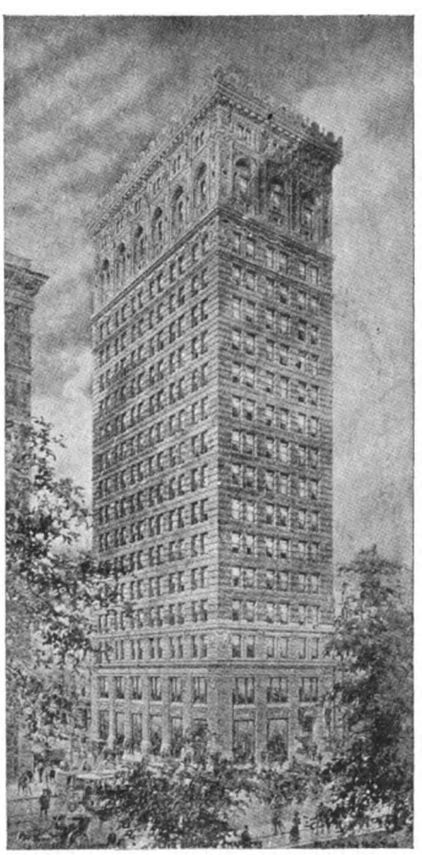
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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

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L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

Reports continue of the most favorable character from every quarter; salesmen having all finished their well earned vacations have gone on the road working in the interests of the houses they represent, and report the most satisfactory possibilities for the season.

Crop conditions are so much better than were anticipated that both wholesalers and retailers are feeling jubilant over the prospect. In every direction good prices seem to be promised for the productions of our farmers and planters.

In regard to the Hardware industry, prices are undoubtedly at the lowest possible mark for this period of waiting, and reaching forward from this date indications point to a gradual hardening in the quotations, and further concessions it is scarcely safe to expect.

Jobbers, after having been extremely anxious to unload the excessive stocks that bothered them in the Spring, are again in the market with encouraging orders, and the brightest hopes seem to prevail of any Presidential year within our remembrance.

Much lower prices in nails and wire are not anticipated under the present satisfactory outlook. The demand for these leading staples being sufficiently large to warrant the belief that present prices can be safely maintained, and jobbers more than satisfied by a continuance of present conditions.

The impression among most of the jobbers is gaining ground that a firm stand at this time in regard to the downward fluctuations so recently affecting the market would be beneficial to the opening of an encouraging Fall trade, and they feel that an announcement from several of the leading manufacturers that no further concessions need not be looked for would indicate that the bottom was reached, and a steady business be at once progressing.

The Iron and Steel markets are held from any retarding influences arising from over-production by the stoppage of the productive facilities to some extent, which, while not causing any scarcity in raw material, will serve to check any speculative feeling becoming prominent that might bear the present market and create a feeling of doubt as to the ability of the producers to sustain it.

Retailers' stocks throughout the country have been held in normal condition during the Summer months, with the exception of the purchases made from the goods distributed by over-loaded jobbers, who were compelled to name tempting figures in order to reduce their own holdings.

The jobbers' travelers find the retail dealers' want book filled with a fine assortment for current requirements, and while orders are coming in, not always for large quantities, they cover so large a field in the way of variety that for conservative buying show up unusually good sized bills to gladden the hearts of the wholesale merchants, and cause the drummers to wear a perpetual smile over the happy condition of affairs in general.

The export trade cannot but be benefited by the lower trend that has been given to prices in so many leading lines, and the reports of this great outlet for our productions of hardware and supplies, will be watched with eager interest for months to come. It is well known that our active exporters are searching every inch of the export possibilities in many countries yet to be conquered commercially, and the present prices would indicate a wider distribution than ever was imminent.

The destruction by fire of one of the largest axe plants in the country will lessen the competition in this line to some considerable extent, and naturally stiffen prevailing quotations. The large orders already placed on the books of the concern whose works were destroyed, will need to be re-ordered or provided for in some way; and as orders for the coming season were many of them booked in the earliest months of the current year, the axe industry will be able to feel an unswerving confidence in the good business of the coming Fall and Winter.

No more encouraging or permanent belief can back up the optimistic feeling everywhere prevailing than the knowledge of the healthful condition of the money

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market and the fact that collections are more than usually good. Money needed for the advancement of trade conditions or for the promotion of improvements in the building trade, is readily obtainable at low rates.

Failures are very few among merchants doing a conservative business, and those avoiding all outside speculation. Banks have been extremely liberal with such dealers, and, when necessary, perfectly willing to extend their financial favors, especially where such promising prospects are close at hand; thus aiding in every way the fostering of the prosperous conditions which are the most hopeful sign of a successful future.

Exports of Builders' Hardware, Tools and Sewing Machines.

Exports of American tools and machinery do not show the shrinkage in volume which recent reports would indicate. Some concern has been expressed by leading export houses by reason of a falling off in foreign orders due to the high prices of iron and steel. In this connection it will be interesting to note that the exports of builders' Hardware, saws and tools during the fiscal year 1900 were the largest in the history of our export trade, being $9,646,017, against $7,842,372 in 1899, $6,627,466 in 1897, and $5,509,188 in 1896, prior to which year the exports in this line had never aggregated so much as $5,000,000. In exports of sewing machines, typewriters, electrical and other intricate machinery there are also gratifying increases. Comparing the export figures of the fiscal year just ended with those of 1898 and 1899, it is found that sewing machines increased from $3,136,364 in 1898, and $3,264,344 in 1899, to $4,540,842 in 1900; electrical machinery, from $2,052,564 in 1898, and $2,736,110 in 1899, to $4,328,917 in 1900; locomotive engines, from $3,883,719 in 1898, to $5,592,403 in 1900; typewriters, from $1,902,153 in 1898, to $2,697,544 in 1900; metal-working machinery, from $4,618,683 in 1898, to $7,193,390 in 1900; and all other machinery, from $13,336,930 in 1898, to $21,913,202.

While our chief market for machinery is still to be found in European countries, an increasing proportion is being sold in the Far East, especially in British Australasia, Japan and India. In 1898 our exports of builders' Hardware and tools to British Australasia amounted to $877,635, in 1900 they aggregated $1,325,793; in 1898 our exports in this line to Japan were $76,500, while in 1900 they were $106,251. Our exports of typewriters to British Australasia in 1898 amounted to $60,039, while in the fiscal year 1900 they were $101,002; to Japan the exports of typewriters in 1898 amounted to but $4220; in 1899 they had increased to $7262, and in 1900 to $16,579, of which sum $2211 were exported during the month of June alone, thus forecasting in some degree the possibilities of future development in this article of export. Commenting upon the increase in exports of typewriters, a prominent American manufacturer is quoted by the New York *Commercial* as saying:

"The demand for American typewriters was never greater, and our machines are pretty good globe-trotters. We have just made a shipment to Puntas Arenas, on the Straits of Magellan, at the extreme southern point of South America, and another lot of typewriters has been sent north to Vladivostock, Russia, for the use of the Imperial Government. Many of the missionaries and foreign business men in China use our machines, and nearly every American regiment in the Philippines has from three to five machines; and as business increases at Manila under American auspices, there will be a big demand for typewriters. The typewriter has become well nigh universal in its use, and is found in all the large business houses in the principal cities of the world, and its keyboard represents nearly all languages. The exceptions are the Japanese and Chinese. As their characters are upright and composed of many hundred figures or signs, it seems practically impossible to produce them on the typewriter's keyboard."

The following table shows the exports of builders' Hardware, tools, sewing machines and typewriters from the United States in each fiscal year from 1890 to 1900. The exports of typewriters cannot be separately shown for the years prior to 1897, as prior to 1897 typewriters were published in the reports of the Treasury Bureau of Statistics under the general head, "Machinery," not elsewhere specified:

Fiscal year.	Builders' Tools and Hardware. Dollars.	Sewing Machines. Dollars.	Typewr's. Dollars.
1890	3,851,397	2,793,780	——
1891	3,858,397	2,883,577	——
1892	4,210,132	3,133,992	——
1893	4,551,342	2,476,446	——
1894	4,424,278	2,347,354	——
1895	4,468,278	2,260,139	——
1896	5,509,188	3,139,249	——
1897	6,627,466	3,340,241	1,453,117
1898	6,428,332	3,136,364	1,902,153
1899	7,842,372	3,264,344	2,449,205
1900	9,646,017	4,540,842	2,697,544

Death of John Pritzlaff.

John Pritzlaff, the founder of the John Pritzlaff Hardware Co., of Milwaukee, Wis., died at his home in Milwaukee on the evening of Aug. 16th of diabetes. He was in his eightieth year. Mr. Pritzlaff was born in Germany in 1820, and when 19 years old landed in New York city without a cent of capital. Working his way westward, he reached Milwaukee in 1841 and worked on farms and as cook on a steamer. Two years later he entered the Hardware business as a porter for Clark Shepardson, his pay being $200 a year and lodgings. Mr. Pritzlaff's faithful service was rewarded by constant increases in salary. The business he was associated with saw several changes, but each new owner was glad to keep the faithful employe who put in 15 or 16 hours a day. April 1st, 1850, the sign John Pritzlaff & Co. appeared over a modest retail Hardware store at 299 Third Street. The "Co." were A. F. Suelflohn and Henry J. Nazro, the last named gentleman putting in the capital, while Messrs. Pritzlaff and Suelflohn put in the work. In 1853, later A. F. Suelflohn's interest was bought out by his partners for $3,300. The business steadily increased. In 1866 the firm became John Pritzlaff, and in 1884 it was incorporated under its present name of the John Pritzlaff Hardware Co.

No finer representation of the possibilities this country affords to an honest worker can be found than in the life of this pioneer in the Hardware business of the West. Coming here a penniless emigrant and rising from his own humble efforts, step by step, to the proud position of proprietor of one of the most important Hardware houses in the country. He was possessed of a love for work, a hopeful ambition to succeed in his business; frugal, honest, energetic and prudent, he arose above every obstacle to his deserved eminence, giving an example to many despairing seekers for future achievements, and proving an inspiration to countless workers not to falter by the wayside, but press ever on.

His kindness of heart was known and acknowledged on every hand; charitable and benevolent to a fault, few but those he benefited will ever know his countless benefactions.

Concentration.

Did you ever stop and think what concentration has accomplished in this world? Napoleon's famous maxim was: "Always concentrate your forces; never divide them." This maxim made him the conqueror of all Europe. His enemies spread out their bigger armies, but he gathered his together and struck at one point! His concentration won every victory. Ask any man who is famous as a marksman with the revolver or rifle, and he will tell you that the most wonderful shooting is done when you see only one thing—the bull's-eye. When you find everything fading out of your vision, and you are conscious that there is only one thing that your eyes see, namely, the target—then expect a wonderfully good shot. The same rule applies to business.—*Exchange.*

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Kindly answer the following questions through your valuable paper. First: Man and wife owned a house, the property standing in the names of both; at the death of the husband is it necessary for the wife to have the house transferred to her name before she can sell it? Second: Must she consult a lawyer, or can she buy a certain printed form of deed which she can have filled in by any notary public? Third: If the husband left no will and left one child, is the child entitled to one-third of the real estate held as I have described? Fourth: If the wife dies without a will can the relatives claim any of the estate?

REPLY.—Real property in New York State held by husband and wife in the names of both is, in the absence of special circumstances indicating a different intention, held by them as an estate by the "entirety." One of the instances of this estate is that property so held at the death of either the husband or wife becomes the sole property of the survivor. It would therefore be unnecessary upon the death of the husband for the wife to have the house transferred to her name; at his death she would become the sole owner. Second: A printed form of deed can readily be obtained; so also may a notary public draw a deed; but we would advise you not to employ a notary, as notaries are not supposed to be familiar with questions affecting the title of real property which are of the utmost importance. We would advise you to consult a lawyer. Third: As to the real estate held as mentioned, upon the death of the husband, as we have stated, the wife would become the sole owner and the child would have no interest. Fourth: If the wife should die possessed of this property after the husband and should leave no will, the property would descend or pass to her relatives in accordance with the statute of descent.

QUESTION.—I received injuries some time ago which caused me to lie idle for six months. I wrote to the company for which I worked and in the employ of which I was injured, asking for money. If I sued the company will it hurt my case to have received money from them? I find that I continue to grow worse, and the result of the injury promises to be very serious.

REPLY.—Your case would not be affected by your having received money from the company from which you received your injuries, provided, however, it was understood when you received this money that you in no way released your right against the company for the injuries in question. If you contemplate suit for this accident you should be careful not to sign any instrument releasing your employer from liability for this injury.

QUESTION.—Two weeks ago I gave a chattel mortgage on some goods in my store. The goods were not delivered, but remained in my possession. When I made the mortgage I told the mortgagee, who was a friend of mine, that I had creditors, and that I made the mortgage to prefer him above the other creditors. My friend left the city the day I made the mortgage and has been detained somewhere in the West. He has not recorded the mortgage and now another creditor has levied on the goods. Kindly inform me whether my friend, the mortgagee, or the creditor who has attached the goods is entitled to them.

REPLY.—Where a chattel mortgage is made and the goods remain in the possession of the mortgagor and the mortgage is not properly filed in the office of the register, town clerk or county clerk, as the case requires, the mortgage is void as against the mortgagor's subsequent creditors or subsequent purchasers or mortgagees in good faith and for value. The attaching creditor has, therefore, the better claim to the goods in question.

QUESTION.—I consigned goods to a firm in New York to sell for me, to return the proceeds of the sales to me, less their commission. They acted as my agent and as such collected about $300 which sum was the amount received on the sale of my consigned goods. This sum the firm refuses to deliver to me. What would you advise me to do?

REPLY.—As you state the facts, you would be entitled to an order of arrest, which would enable you to imprison your agent. This practice, although severe and not to be resorted to except in extreme cases, is generally the quickest means of effecting a settlement. As your agent, they have collected money to which you were entitled, and are liable to you either to turn over the money in question or to account to you for its disposition. We would advise you to place the case in the hands of a lawyer, with instructions to proceed in the matter without delay.

QUESTION.—Not long ago I wrote an article for a periodical. This periodical carries on a flap attached to its title page a regular copyright imprint. Does the copyright on the title page protect the entire contents of the periodical? In another case, where the article itself was copyrighted it was copied by an irresponsible journal, the copyright being ignored; it was then copied from the irresponsible journal into a paper of good standing. Can the party who last copied it be held, though innocent of any intention to defraud or to wrongfully use the article in question, or is the irresponsible journal who first copied it the only one I would be able to sue?

REPLY.—Periodicals are copyrightable, as books, and it has been held that the notice of copyright given on the title page protects the entire contents. As to your right of action against the parties who copied your article, we are of the opinion that you would not only have the right of action against the irresponsible journal who copied it directly from the periodical you mentioned, but that you would have a cause of action for infringement of your copyright against each and every individual or corporation that wrongfully copied your article. Fraud is not an essential element to a suit of infringement. If, therefore, the copyright is in fact violated, the intention with which it is done is immaterial, and an action will lie against all who so violate it.

Small Failure Record for the Half Year.

A recent issue of *Bradstreet's* says that the number of failures reported for the first six months of the current calendar year is the smallest for 18 years, 4,880. The estimated assets are $17,475,514, the total liabilities $60,064,208, and the percentage of assets to liabilities is 45.7. The articles adds: "Compared with a year ago, the falling off in number is 3.3 per cent., while compared with 1898 the decrease is 25 per cent., and even larger decreases are noted when comparisons are made with the first half of the years 1897 and 1896. This year, in fact for the first time in 18 years, the six months' failures have fallen below 5,000 in number. The volume of liabilities, it is true, is somewhat larger than a year ago, the increase being nearly $10,000,000, or 19 per cent., but, with the exception of the first six months of last year, the aggregate liabilities of the 4,880 failing traders, $60,064,208, is the smallest sum involved in the period mentioned since the year 1892, and, with that exception, is the smallest aggregate reported since 1887. Compared with 1898, a year of good business, liabilities this year show a decrease of 16.7 per cent., and, were it not for a few large failures, none of them, however, being significant of any marked change in business conditions, it is safe to say that in liabilities as in number the first half of the year 1900 would have been a record breaker."

The Lunkenheimer Co., Cincinnati, O., has received an order from the Russian Government to supply 900 special bronze valves of sizes between 3-4 inch and 3 inch. The valves are for industrial plants operated by the Government.

No one can breathe at a greater height than seven miles from the earth.

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ITEMS OF INTEREST FROM EVERYWHERE.

Siberia produces one-tenth of the world's yield of gold, and but few of the mines have been worked. The immense coal deposits have scarcely been touched. One mile, with six beds, contains as much coal as all the deposits in England.

Last year there were coined, it is said, 32,000,000 more pennies than in the year before, and the coinage of nickels, dimes, quarters and halves increased largely. In dollars and cents, the increase in minor coinage for the fiscal year is about $3,700,000.

In the new regulations for the navigation of the Suez Canal, which have just been promulgated, is a provision that no vessel shall pass through the canal unless it has an electric searchlight capable of lighting the channel 1,400 yards ahead, and also electric lights capable of illuminating an area of 240 yards around the vessel.

The highest village in Europe is Avers Platz, in Switzerland (7,500); the highest inhabited point in Europe is the Hospice of St. Bernard, in Switzerland (8,200 feet). In Colorado the mining town of Leadville, with 15,000 inhabitants, is over 14,200 feet above sea level; other mining camps are still higher, and some gold and silver mines are worked at an altitude of over 12,000 feet.

Recently a new method of creating intense heat in an incredibly short time by the combustion of a chemical compound was tested in the laboratory of Thomas A. Edison by Louis Dreyfus, of Frankfort-on-Main. Mr. Dreyfus placed a half cupful of a secret chemical in a crucible, covered it with a small quanity of powdered aluminum and then placed a wrench about half an inch thick and six inches long in the crucible. A match was touched to the compound, which blazed up furiously. In five seconds the wrench melted. It is estimated that the heat evolved in the process was 3,000 degrees centigrade, hitherto considered impossible to reach.

Two watch cases made of the same quantity of material, one of 18 carat gold and the other 14 carat gold, are not of the same weight. The density, that is to say, the relation between the weights of a certain volume of a body and that of the same volume of distilled water, is 15.22 for 18 carat gold, while for 14 carat gold it is 13.20. The difference of density between these two standards is in the ratio of about 8 to 7. For instance, a box weighing 8 grammes of 18 carat will weigh only 7 grammes if it is of 14 carat, though having precisely the same volume. This difference of density results from the metals forming the alloy, which are less heavy for equal volume. The density of pure rolled gold is 19.4.

Wood-working and other small tools of foreign manufacture are not in demand in Korea. Some of the mission schools are attempting the instruction of the natives along industrial lines, and this effort may result in the adoption of American tools. Individual missionaries and mechanics employed here in foreign work have trained Korean carpenters in the use of American tools; but as a rule they prefer their old style planes, which they draw toward them in planing, and like best to use their own saws, which necessitate the employment of two men sitting opposite each other on the ground and operating the saw on the stick or timber, which is held in place by the feet of the operators. In spite of these apparently clumsy methods, the Korean carpenters do very fair work.

Electric headlights for railway locomotives are coming very generally into use in the Western States, and are paying for themselves in saving the railway companies large sums formerly paid for cattle killed on the track. The light will show a cow or horse at a quarter of a mile on a dark night. With a good clean reflector the intensity of the light is about 8,000 candle power. On the front of the locomotive boiler, just aft of the smokestack, is located a small dynamo and a steam turbine, the whole being coupled together and inclosed in a watertight casing. To light up, the engineer simply turns on steam, the apparatus absorbing about 1¼ horse power when in operation. With one trimming of carbons the headlight will burn eight hours without further attention.

The price of aluminum, section for section, is 70 per cent. the price of brass and 50 per cent. the price of copper. There are only three metals cheaper than aluminum—iron, lead and zinc. Section for section, brass is 3.19 times heavier than aluminum. Section for section, copper is 3.33 times heavier than aluminum. In order to obtain a comparison in the price for equal sections between aluminum and brass, the brass price should be multiplied by 3.19. In order to obtain a comparison in the price for equal sections between aluminum and copper, the copper price should be multiplied by 3.33. In order to sell on an even basis per square foot with aluminum, brass sheet would have to sell at 11.28 cents per pound, and copper sheet would have to sell at 10.78 cents per pound.

Geologically, Spain is perhaps as rich in its metallic and mineral stores as any country in the world according to its area, and these can be utilized only by affording transportation by railways. Chief among such resources may be mentioned antimony in ten districts, anthracite in five districts, arsenic in five districts, asphalt in three districts, mercury in nine districts, sulphur in eight districts; copper, cobalt and nickel in twenty-eight districts; iron ore in thirty districts, coal in nine distrcts. And there are lignites and manganese mines, and marble quarries yielding the finest qualities and some of the most beautiful colors, which may be seen in many churches and public buildings. Cupreous and iron pyrites exist in enormous quantities. Silver and silver lead are important. Zinc is abundant, and wolframite, a metal now in demand at high prices in the manufacture of Bessemer and open-hearth steel for special purposes, exists in four districts.

The rapid increase in the demand for steel freight cars on American railways is one of the most striking features of recent railroad development in this country. It is stated that orders for new steel cars and for car supplies of this nature now in course of fulfillment aggregate in value something like $10,000,000. The total number of pressed steel cars that have been produced or are ordered up to the present time is 26,412. To make these some 400,000 tons of steel has been or is being used, and this has cost, as raw material, market changes considered, about $15,000,000. At a convention of railway men held in Saratoga a short time ago several of the most important types of steel cars were exhibited, including one of the new type Pennsylvania hopper cars, which have a coal carrying capacity of 119,970 pounds; a Great Northern type of self-clearing hopper of 110,000 pounds capacity; a New York Central flat car with a carrying capacity of 100,000 pounds, and an Alton flat-bottomed gondola of 80,000 pounds capacity.

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THE PAN AMERICAN EXPOSITION, 1901.

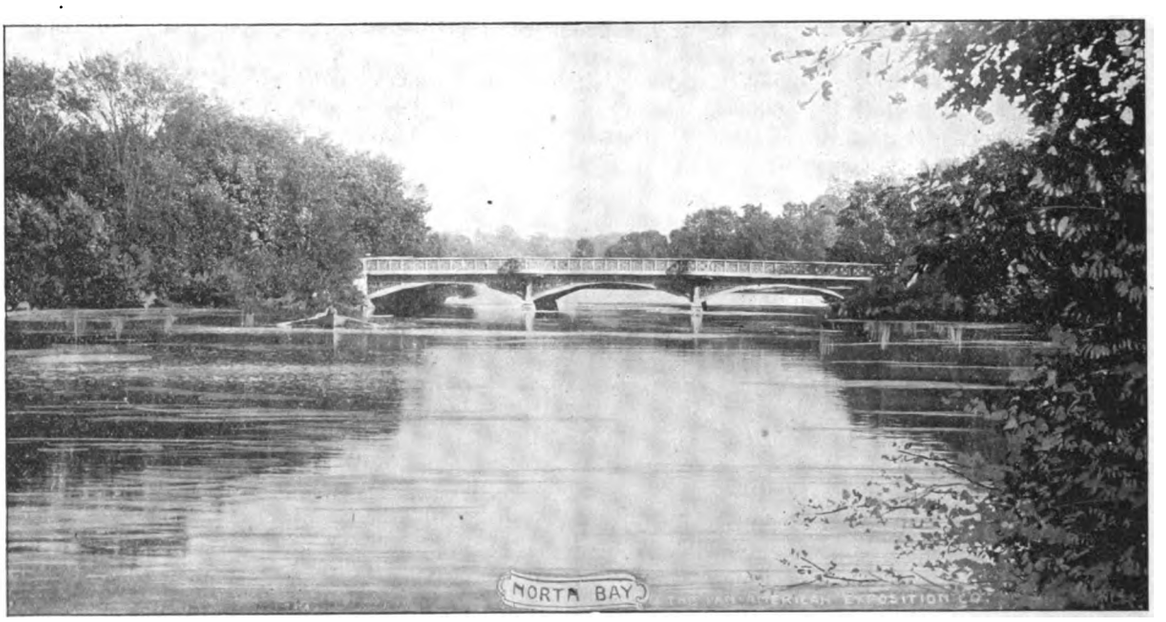
THE PARK LAKE.

WATER FEATURES AT THE PAN-AMERICAN EXPOSITION IN BUFFALO IN 1901.

The beautiful lake here illustrated is about half a mile in length and is within the grounds of the Pan-American Exposition to be held in Buffalo in 1901. The scene is in the most picturesque portion of Delaware Park, which is considered one of the finest in America. The lake is one of a number of fine water features of the Exposition, and is to be illuminated in a novel way at night by countless electric lights. The wooded slopes and shady walks that surround it are restful retreats, and the quiet lake scene is ever picturesque and refreshing. The picture is taken from a point near the west end of the lake, a few rods northeast of where the broad driveway from the main southern entrance crosses a narrow neck in the lake. A macadam drive follows the bluff along the north side at the left, and a viaduct over Delaware Avenue connects the Meadow Park from the lake section. Upon



PARK LAKE, PAN-AMERICAN EXPOSITION.



NORTH BAY, PAN-AMERICAN EXPOSITION.

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this portion of the park many thousands of dollars have been expended in improvements. The shrubs and trees include many of the rare decorative species and varieties, and a profusion of flowers is always to be seen along the drives and walks throughout the Summer. The main buildings of the Exposition are directly north of the point from which the view is taken.

The lake is to be connected by a series of small cataracts with the grand canal, mirror lakes and lagoons that surround the Exposition buildings.

THE NORTH BAY.

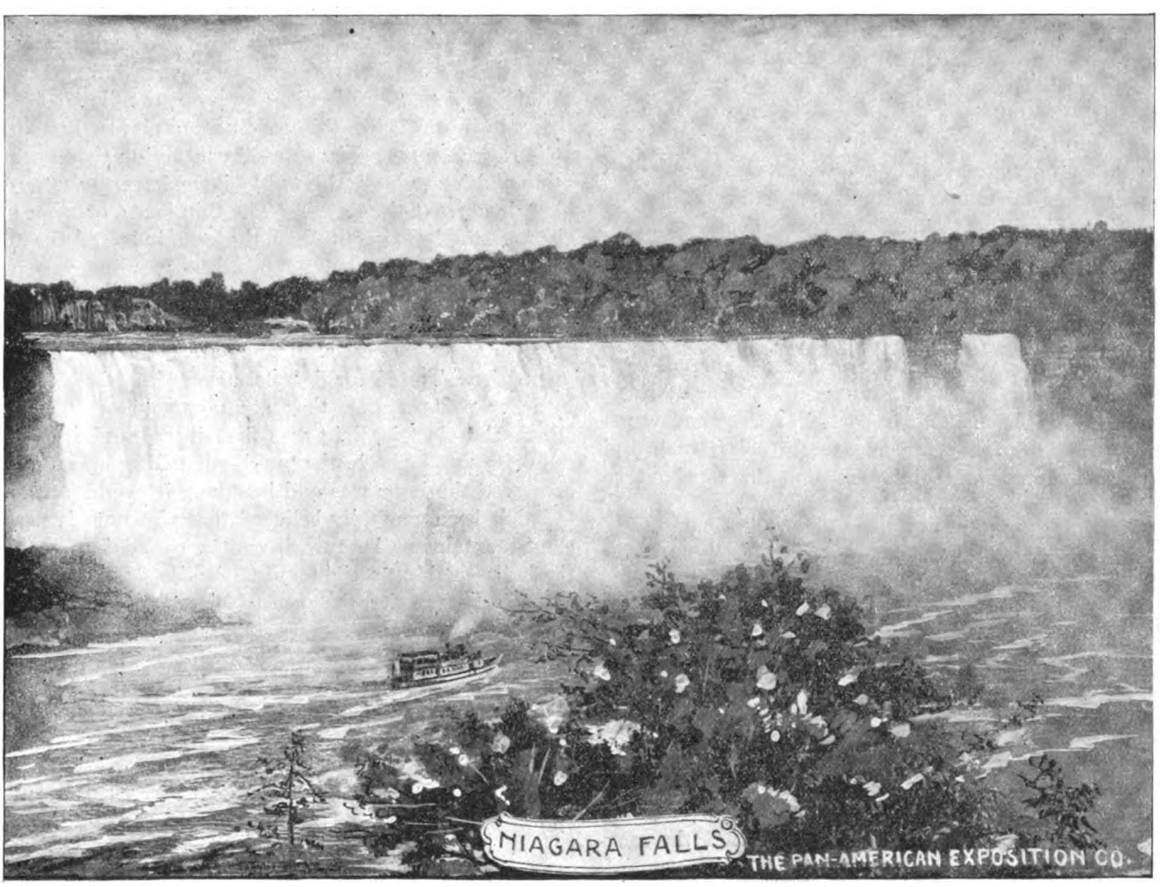
ONE OF THE PARK SCENES AT THE PAN-AMERICAN EXPOSITION AT BUFFALO.

The view here shown of the North Bay of Delaware Park, which is included in the site of the Pan-American Exposition, to be held at Buffalo next year, is taken from a point north of the site of the Albright Art Gallery. This is destined to be, in view of its magnificent surroundings, in the near future one of the most beautiful reaches of water in the country. The bridge in the picture, graceful and substantial as it is, is to be replaced by a far more imposing and ornate structure. The bridge crosses a narrow neck in the Park Lake and carries the broad and beautiful driveway which leads from the main southern entrance at Forest Avenue to the Exposition buildings. On the north side of the North Bay will stand the fine substantial and permanent building to be erected by the State of New York, and which will become after the Exposition, the home of the valuable collection of Indian, Colonial and pioneer relics and library owned by the Buffalo Historical Society. Opposite the New York State Building on the south side of the bay will stand the Albright Art Gallery, which is to serve the purposes of the Exposition for the Department of Fine Arts. This building is the gift of Mr. J. J. Albright, of Buffalo, to his fellow citizens. It is to be strictly fireproof, of white marble, in the Ionic style of architecture, and will stand on a broad terrace sustained by a wall of granite blocks. The building will be 250 feet long by about 150 feet wide, and is to be of such a substantial character as to withstand the elements for many generations. It will become the public art gallery of Buffalo at the close of the Exposition, the Buffalo Fine Arts Academy having the custody of the property.

THE FALLS OF NIAGARA.

GREATEST AUXILIARY ATTRACTION TO THE PAN-AMERICAN EXPOSITION.

The importance of the great falls, rapids and gorge of the Niagara River as auxiliaries to the many and varied attractions of the Pan-American Exposition, to be held in Buffalo May 1 to Nov. 1, 1901, cannot well be overestimated. In its immense flow of waters, its grand scenery and its historic lore the Niagara is one of the most renowned rivers of the world. Its great cataract has defied the descriptive powers of poets and philosophers and baffled the delineative skill of painters and photographers. The grandeur of their environment renders the Falls perennially interesting at all seasons of the year, and very few of those who visit the Pan-American Exposition but will desire also to visit them. The trip from Buffalo can be made in half an hour. There are many points of view and places of interest, and the visitor can plan his itinerary according to the leisure time at his disposal. If time will permit, the cataract should be viewed from both sides of the river, and trips should be made the length of the Gorge, either along the cliffs above or over the trolley road which runs close to the water's edge. Perhaps the most comprehensive near views of the Falls are those obtained on the Canadian side of the Gorge, especially that from Falls View station. Here is seen a complete panorama embracing the rushing and turbulent currents of the upper rapids and the whole sweep of the falling waters, reaching from end to end nearly four-fifths of a mile, with the great Horseshoe Fall in the foreground separated by Goat Island from the American Fall, which is 158 feet high and 1,881 feet wide. In the river below plies the little steamer, *The Maid of the Mist*, carrying visitors close to the foot of the



NIAGARA FALLS, PAN-AMERICAN EXPOSITION.

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Falls at various points and affording splendid views of the descending waters. The State Reservation on the American side and Queen Victoria Park across the river in Canada are delightful observation grounds, both open for the enjoyment of the public free of any charge. To the scientific visitor the electrical power development at the Falls will be especially interesting. On the American side there are two great corporations utilizing the current of the Niagara River for developing electric power used in many industries at the Falls. The power thus generated by one of these corporations is also transmitted to Buffalo, twenty-five miles distant, for use for the electric lighting of the city, for operating a great electric trolley car system and in many important manufacturing establishments. The power thus transmitted will likewise be extensively used for the purpose of the Exposition.

Guarding the Present and Providing for the Future.

The question of credits is a very important one. We all know that we have got our credit system down to a finer point than it ever was before. We are more careful to whom we extend credit. We all know how valuable are the answers to letters of inquiry which we get from one another. I say right here that no public credit system can be put forth that is, for the wants of the manufacturing confectioners, so good as the practice of writing to and asking one another for information about this man or that man. Then you get the actual facts, the actual transactions, and you know something about him. It is no guesswork. Probably one-half of the mercantile agency reports are not based upon facts, but upon estimates. Their man goes into a place; he is unable to see the proprietor, but he looks around and sees the stock of goods on hand and he makes a report that they have such and such a place, that they are apparently doing such and such a business, and that their stock amounts to about so much money.

The question of credits has been taken up by regular associations of credit men. There is a National Association of 3,000 members. They have local associations in the leading cities of the country, and they are brainy men. They get together and discuss fraudulent failures. They devise ways and means for prosecuting fraudulent failures. They endeavor to throw the network of their protection around the manufacturer and the wholesale dealer and shield them against the swindler and the dishonest man. All over the country the opportunities for fraud in buying by dishonest purchasers are growing more difficult every day.

I make this assertion, in regard to credits, that the man whose losses last year exceeded one-third of 1 per cent. of his entire business wants to get his wits together and see where the fault lies. If his losses, in selling to the jobbing trade, exceeded one-quarter or one-third of 1 per cent. in the year 1899, he is out of the way on the question of credit.

I knew in my early days in business an organization in the western country, a concern that did a business of several million dollars a year, and that concern, when they retired at night, went to bed owing no man a dollar. When their goods arrived, that day the money went back. I will say to you gentlemen, that that same concern is in business to-day, and it stands way up on the top round of the financial ladder, high in financial credit and mercantile honor, because it does not allow a dollar of indebtedness. I believe that is what we must come to. As manufacturers, we must concentrate our efforts on our own particular business if we would succeed. We must keep our money where we can get at it. Some invest surplus money where it is not easily available. We have had four or five years of financial depression. We are going to have a period of moderately fair business. My idea is, if I am allowed to live to see the next depression, to endeavor to be in a financial condition where it will make no difference to me. That should be our aim.—From an address by Frank Sibley, of Sibley & Holmwood, Buffalo, N. Y., delivered at the 17th Annual Convention of the National Confectioners' Association, Niagara Falls, N. Y., July 7, 1900.

Filament of Modern Incandescent Lamp.

The glowing filament of a modern incandescent lamp represents a great amount of hard and faithful work in its evolution from the crude beginnings of twenty years ago. The first filaments were made of platinum wire, but this material melts when it reaches a temperature high enough to give a good commercially available light. It was seen that carbon must be used—the most refractory of the elements. In order to get carbon in the form of a slender filament or wire it was evidently easiest to take some vegetable substance containing carbon, cut it and bend it to the proper size and shape and then carbonize it by heat. In the first commercial lamps made in this country bamboo was used, the specimens being carefully selected and planed by hand to size. Paper, silk and cotton cords and a variety of other substances were tried, but the best is nitro-cellulose dissolved in ether or collodion, which may be squirted from a little glass teat in a fine stream that immediately solidifies and becomes a thin rod or cord, closely resembling the fine gut strings of a banjo or guitar. This thread is quite uniform and very strong and easily worked. After carbonization, however, the filament is not entirely uniform being thinner in some places than in others. It is therefore placed in a vessel containing the vapor of gasoline and is gradually heated to incandescence by passing an electric current through it. The thin spots, offering more resistance to the current than the remainder of the filament, become hot first and decompose the gasoline vapor, a very hard, fine grained, dense carbon being deposited upon the hot spot. In this way the filament automatically becomes uniform in a few moments. Lamps are now made in enormous quantities. Tested for defects, assorted, packed and guaranteed for performance, they are now sold at 20 cents each. When the electric light was first introduced in New York the price was $1 each, the purchaser taking his chances as to how good the lamp was and how long it would burn.

It has been generally believed that platinum is used in incandescent lamps because it can be sealed into the glass of the bulb—making a tight joint. While this is true, it is not the sole reason for the use of the very expensive metal. There are several alloys, notably one of iron and nickel, which have the same coefficient of expansion as glass and can easily be sealed into the bulbs. The objection to all other metals than platinum for the leading-in wires of lamps is not, however, their behavior with regard to thermal expansion, but the fact that all of them oxidize. No matter how much care is taken to keep the air away, with all other substances than platinum a thin film soon forms around the wire, starting an incipient leak of air into the bulb and soon breaking down the high vacuum necessary for the perfect working of incandescent lamps.

Electric Welding.

Ever since the days of the Tubal Cain metals have been welded in the same old way. They were heated in a forge, then one piece was lapped over the other and they were hammered on an anvil until a weld was made. Only solid pieces of metal could be thus treated, and tubes and metals having a low fusing point had to be soldered or brazed. Long articles were welded with difficulty and the process had many insuperable limitations.

Now, by the new process of electric welding, an almost inexhaustible field is opened. Brass may be welded, wire so small that it is scarcely thicker than a thread may be successfully joined, and steel rods an inch in diameter present no further difficulties than formerly existed with a nail rod.

In addition to this, the parts when welded present one homogeneous mass of metal. There is no joint or difference in density as was the case in all lap-welding operations, and the severest tests have failed to part a weld so accomplished. In many cases the metal has given away in other places, but never where it has been electrically welded.—*Journal of Commerce.*

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Sources of Mechanical Energy.

People are fond of speculating about the new sources from which the world is going to derive power for its industries. The trolley car, the automobile and other inventions, in connection with which neither a horse nor a steam engine is visible to the eye of the casual observer, are hailed as indications that all mechanical practices and precedents are about to be turned upside down. As a matter of fact, while great progress is being made in certain directions, and forms of power other than animal are being extended over fields to which they did not formerly reach the same sources of energy are depended upon that were in use long before this generation was born, and, for all that can now be seen to the contrary, they will be depended upon long after we are all dead. "Sources of power," in practice, is necessarily a relative term. The primary source of terrestrial power is commonly said to be the sun. However, if one insists upon being theoretically accurate, he must seek it in realms of metaphysics, where he will surely get lost. For practical purposes, the chief sources of power may be stated as animals, the forces of nature and fuels of various sorts. Among the forces of nature are winds, waves and waterfalls. From time immemorial water-power has been used for industrial purposes, and previous to the introduction of the steam engine it was the chief source of mill power. The utilization of the force of expanding steam, generated by the combustion of a fuel, to run machinery, was in its consequences more important than any step taken before or since, so far as events have yet proved. The steam engine is now as much the mainstay of industry as ever before; in fact, more so, for its applications are being greatly extended. It has been perfected to such a degree that, although still only a comparatively small proportion of the energy contained in the fuel is made use of, that proportion is about as large as it seems possible for engineering skill to obtain.

There are, however, many sources or channels of power which may be suggested as rivals to steam. Electricity, in the latter part of this century, has brought about an industrial revolution second in importance only to that caused by steam in the early part, when the use thereof became general. It is not, however, a source of power, but a means of conveying and distributing power. It supplements the steam engine, not supplants it. Indeed, it renders possible the use of the steam engine in a great variety of new ways. Furthermore, it has given a fresh lease of life to that still older source of power, the waterfall. Of course, it is possible to develop an electric current directly by chemical action but no method of doing so has yet been discovered which has enough commercial importance to be worth mentioning.

The adoption of mechanical means of propelling vehicles which formerly were drawn by horses has set inventors to devising forms of motors which, with whatever fuel may be necessary for their maintenance, can easily be carried about. The tramway car is driven by an electric motor actuated through a trolley wire or a storage battery, and, more recently, the compressed-air motor is being tried. The horseless carriage is commonly run by a motor fed from a storage battery or, especially in Europe, the motive power is derived from a gas engine. This does not mean that storage-battery-driven electric motors, or compressed-air motors (both of which get their power from a steam engine), or gas engines are necessarily better than steam engines, as a class, but that in cases of this nature it is found more expedient to employ them. Thus, because it furnishes an easy means for carrying power from place to place, liquefied air may find an advantageous application.

The gas engine, a prime mover which operates directly by the explosion of fuel gas as a working fluid, is a machine for whic an important future is predicted. Unlike the steam engine, the room for mechanical improvement in it is still great. It is now finding extensive use as against the steam engine, but chiefly in small sizes.

A great deal of experimenting is taking place with novel forms of fuel as applied to the steam engine itself. This is occasioned largely by local expediency. In the natural gas belt of the United States that combustible has been extensively used to avoid the smoke incident to burning soft coal, or, because of its convenience and temporary cheapness. The supply is already giving out. Artificial gas is sometimes resorted to as a fuel, and is likely to be still more extensively used in the future, though perhaps chiefly for the internally fired gas engine. In Eastern Europe petroleum is burned to a greater or less extent on railways, owing to the copious quantity of oil from the Russian fields. The world's coal supply is not at an end yet, and when it does give out, the people—if there are any people—will no doubt have invented something beyond the reach of our present conjectures. There is abundant power in the tides, waves, sunrays and internal heat of the earth, the problem is merely to turn it to useful purposes on a commercial scale.

Value of Dead Walls.

Some years ago it was discovered that dead walls and roofs in this city had a value that the tax assesssors didn't take into consideration, and the discovery developed a set of men who made it their business to secure options on all desirable spots and hold them for a rise in the market. The dead walls and roofs were in demand for lithographic advertisements ranging from Dr. Cureall's pills to the latest melodrama. There are scores of brokers now who deal exclusively in dead walls and advertising spaces, and some of them have grown wealthy in the business. They keep a sharp lookout for all improvements in old buildings or plans of a new building that give promise of a dead wall, or of a temporary wooden fence on which lithographs may be displayed. The billposter buys the advertising rights on these places, and then he rents them out again at from 200 to 500 per cent. profit to the theatrical agents or patent medicine men, as the case may be. For instance, a manager of a theatre not long ago paid a billposter $125 a month for the right to advertise on a board fence around a big building that was being constructed in the Tenderloin district. A billposter who has grown old in the business said not long ago that there wasn't an available dead wall in New York that wasn't controlled by billposters. Some of these energetic advertisers send agents all over the city at intervals to decorate every ash barrel with little dodgers that are known as "snipes." When dead wall advertising was less common than it is now, the theatrical managers valued it more highly. Their lithographs could be read at a glance, and they were not surrounded by lithographs of rival managers. The displays on the billboards and dead walls are now so numerous that they are confusing, and the managers and the billposters very nearly come to an open rupture.—*New York Times.*

Tool Trust in Germany.

Consul-General Guenther writes to the State Department as follows from Frankfort, June 12, 1900: "The manufacturers of first-class tools and of iron and steel goods in Westphalia and the Rhenish Province have formed a trust. Its avowed purpose is to fight foreign competition in tools, etc., and the menacing commercial invasion from the United States. At the same time it is intended to combat the domestic production and sale of shoddy goods at ruinous prices. Every competent manufacturer who obligates himself to sell only first-class goods and mark them with the firm's name and price can become a member of the union. The sale of poor and defective articles will result in expulsion. A committee will supervise the quality of the goods. The sale will be regulated by the union as much as possible, especially as to prices, terms, etc. For effective opposition against foreign competition united action will be inaugurated."

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A Growing and Profitable Business.

A practical tinsmith or plumber has a decided advantage in conducting a stove, tin and plumbing business, says a contributor to the *Metal Worker*, as compared with the dealer who is merely a buyer and seller of goods, depending upon his help for the mechanical ideas in connection with each day's business. It is an advantage that is not fully appreciated by the average merchant who is practical in his particular business, but the quicker he brings himself to the point of seeing and fully appreciating this very important fact the better it will be for himself in every respect and for his pocketbook in particular.

Perhaps it is intended so in life that one man should not be blessed with all the good points which go to make up the perfect man in business. The fact is that the perfect man in business is not to be found, for each and all have their shortcomings, and it is not that the successful man is by any means the perfect one. It is only that he embodies in his manner of doing his business more of the elements or traits of a perfect man than his neighbors whom he outstrips.

The practical man, by reason of his mechanical knowledge, has one of the greatest and most important elements to insure success in such a business as is built up in connection with stoves, plumbing, gas goods, etc. It is really the foundation of the business, and, if coupled with reasonable perseverance and patience, will reap great benefits.

What the usual mechanic lacks in conducting his business is system in connection with his manner of buying and selling goods and in keeping his accounts. In fact, the average mechanic has an aversion to tackling figures and the little things that go to make up the detail of conducting a growing trade, hence his business is kept small by this very neglect.

How often it happens that a purchaser goes into a tin shop or plumbing shop and finds fittings, tin, sheet iron, etc., in a state of disorder, with tools scattered and plenty of dirt and a general appearance of carelessness everywhere; and yet the man conducting the business is a good mechanic and carries on a business which pays him a good living, if not more.

No matter how small the shop or store, it pays to have it clean and in order always. Take time to do it, and if your business is too large to do so yourself, hire help to do it. Such help costs but little and business will be increased. Keep yourself in an atmosphere of neatness and order and you will be surprised how the class of trade coming your way will improve. Have neat signs in front, clean windows, and your brass fittings bright and shining behind glass doors. If you are selling stoves, bathtubs, or bicycles, see that the samples are always as clean as when first placed upon the floor. You can't sell shop worn goods at the same profit as if clean and new appearing, and any article in your store or shop that looks badly detracts from the other goods.

Don't try to keep your own accounts if you are expecting to increase your business. A clerk for this purpose and to look after your office, etc., costs but little in the present day. You cannot afford to do it yourself, as you are more valuable in the general conducting of your business. Of course one must have an oversight of one's accounts as well as of other parts of the business, but the point is for the man who owns the business to use his brain in a general way to enlarge trade and systematize it so that it may grow. Some think their business too small for the care that is required as suggested above, but it is not so, and what will surprise many is how little real labor is connected with system and cleanliness. It really saves worry and labor. Try for yourself one year and you will be satisfied that it is profitable and will bring you into prominence among your trade as well as bringing you a better class of customers.

The tallest stone tower is the Washington Monument.

Diamond Dies Used Now.

One of the latest and most wonderful developments in brass making is the use of the diamond die, by means of which ingot brass is to-day drawn down to wire of the fineness of nine-tenths of a thousandth part of an inch. Steel may also be drawn nearly as fine, and the two products when completed are as fine and soft as the threads of a cobweb, and are as wavy and glossy as human hair.

The brass hair is of a beautiful auburn color, while the steel is of an iron gray. This wire is about as strong as a human hair and is of value for mechanical purposes, being in great demand by makers of electrical apparatus. Never before was so fine wire drawn. Until recent years wire was drawn through steel dies. The development of the diamond die to its present stage of perfection has rendered possible the production of much finer wire. In fact, the size of the wire now possible is limited only by the ability to hold together as it comes through the die.

The diamond die is made of a flake diamond looking not unlike a bit of isinglass. The hole through which the wire is drawn is drilled through the diamond, and the stone is then stuck on a steel slab with glue, directly over a hole in the slab which is a trifle larger than that in the diamond. The wire to be drawn is then led through the diamond so that the stone bears steadily against the slab. This keeps the diamond in position.

The brass ingots from which the cobwebby wire is made are four inches square and long enough to weigh about 180 pounds. One of these will make miles of the cobweb wire. It is first put through steel rolls until it is reduced to the size of one's finger, and then it is drawn by machinery through a set of steel dies, gradually decreasing in diameter, until it comes out in the shape of the wire of the fineness seen in the ordinary trades. Then it is put through a set of eight diamond dies, the diameter of the last being the infinitesimal part of an inch indicated above.

Another curious thing in this brass-making country is the development of hydraulic rolls which are so scientifically adjusted that a copper cent may be rolled out under them to the size of an enormous platter, and to thinness that amounts to transparency, so that a newspaper may be read through the metal. The operation has to be conducted with great care. One of the cents thus rolled out was sent to Queen Victoria as a curiosity some time ago, and the Queen returned a letter thanking the workmen.—*New York Sun.*

Manual Training in Germany.

There exist at present in Germany, distributed in 605 places, 861 schools and institutes wherein manual training is carried on in 1,514 workshops. Of this number, 836 schools and institutes conduct the training on a pedagogical basis. Prussia has 570 manual training schools. The 1,514 pupils' workshops comprise 286 independent manual training schools and 238 public schools, of which 16 are auxiliary schools where the work is obligatory, 17 are middle class schools, 41 are high schools (made up of 8 gymnasiums, 6 technical gymnasiums, 12 technical and technical high schools, and 15 boarding schools), 7 are preparatory institutes, 26 are teachers' seminaries, and 93 are boys' asylums; while the remainder consists of various kinds of private educational establishments.

Five hundred and thirty-five workshops are devoted to wood carving, 527 to working in cardboard, and 356 to the carpenter's bench. Of these, 68 are closely connected with wood carving, 77 with preparatory roughing-out work, 35 with metal work, 28 with country timbering, 11 with wood and metal turning, and 11 with modeling in clay.

Over 2,200 German teachers have been taught to become instructors in manual training. Of these, 954 were taught in Leipzig and 1,250 acquired training in 33 places in other parts of Germany.

RICHARD GUENTHER,
Consul-General.

FRANKFORT, June 19, 1900

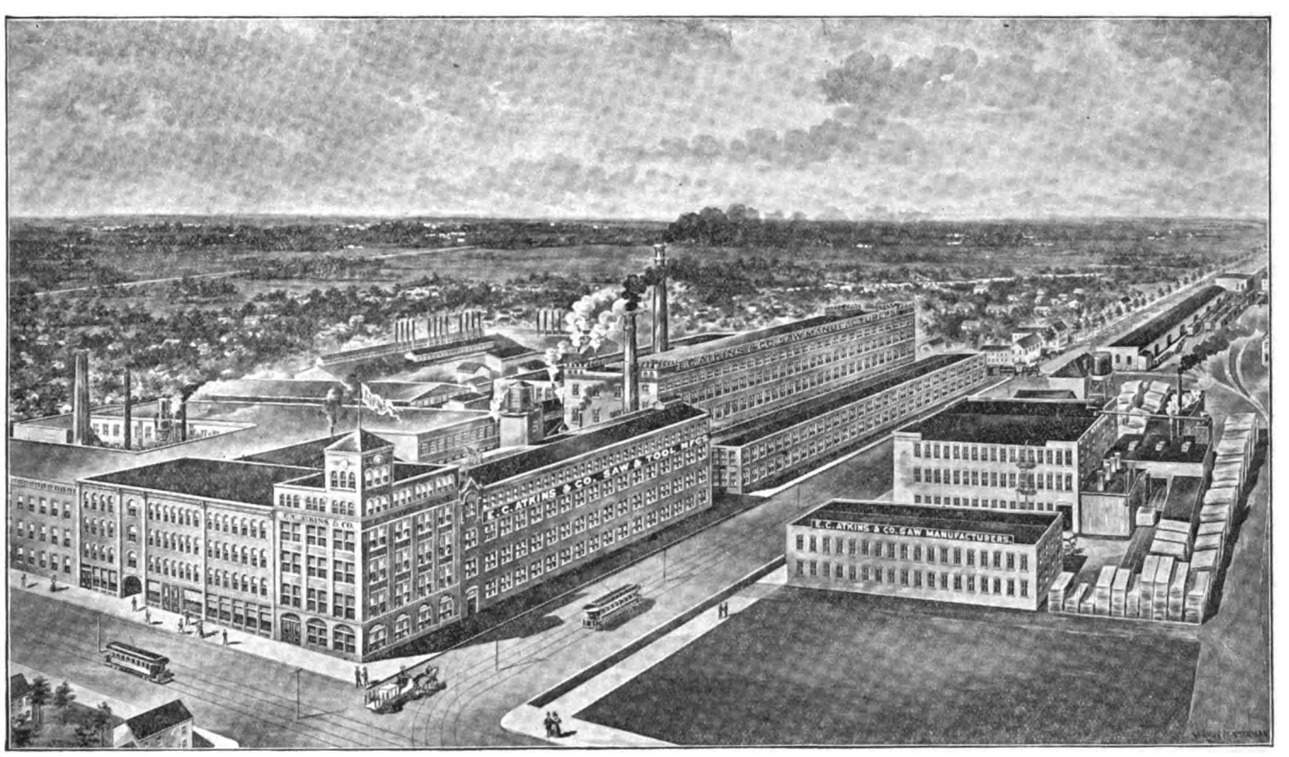
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E. C. ATKINS & CO.'S EXTENSIVE PLANT.

It is always a pleasure to report in the columns of this paper the progress and development of any of our advertisers. We are therefore glad to call particular attention to the illustration on this page showing the great saw manufacturing plant of E. C. Atkins & Co., of Indianapolis, Ind.

The history of this enterprising firm is one of intense interest to every one who has anything to do with the use, sale or manufacture of saws and the tools for keeping them in order.

E. C. Atkins, the founder of the plant, commenced business in a very small way in 1856. Being a man who had received a thoroughly practical training in the manufacture of every kind of saw as well as having a scientific education in all theories and methods, from the production of steel up to the finished product, he was able with his indomitable energy and perseverance to produce the finest goods on the market and gradually build up the business until it has now become the largest exclusive saw factory in the world, covering about ten acres of actual floor space.



PLANT OF E. C. ATKINS & CO.

In the illustration will be seen the new buildings that have recently been finished, and which are now in the course of erection.

The building shown in the right of the picture was just completed. In this department is manufactured such goods as cross-cut saw handles, hand saw handles, wood saw frames and other material in that line. The large building in the rear at the left is the most extensive and best equipped shop in the world for the manufacture of Band saws. This structure is five stories high, sixty feet wide by one hundred and ninety feet long, containing the very latest appliances for the manufacture of the famous Atkins Band saws, including tempering, grinding, etc., all of which processes are Mr. Atkins' own invention. At the back of this building is now being erected another fireproof structure four stories high by one hundred and fifty feet square, which will be the most wonderful and largest tempering shop ever known to the saw manufacturing world. This is being built under the direct supervision of E. C. Atkins, whose knowledge of the needs for work of this kind is doubtless superior to that of any other living man.

Within the past few weeks the property just west of the band saw building, covering the space of one-half a block, has been purchased by this firm, on which they will erect several other additions in the due course of time.

The produce of E. C. Atkins & Co.'s plant is doubtless well known to our readers as consisting of every kind of a saw known to the trade, such as solid and inserted tooth circular saws, top saws, re-saws, rift saws, edger saws, concave saws, shingle saws, heading saws, mitre saws, cross-cut saws, milling saws, hot and cold metal saws, veneer saws, slate saws, stone saws, wide and narrow band saws, gang, drag and mulay saws, pit and whip saws, butcher and kitchen saws, hand, panel and rip saws, back, compass and pruning saws, cylinder saws, ice saws, pork packers' saws, dehorning saws, stair builders' saws, crapenters' handy saws, web saws, scroll and keyhole saws, plastering trowels, and slaw cutters, cabinet scrapers, flour testers, bench scrapers, corn knives, cane knives and many other items in the Hardware line.

They also manufacture a great many mill specialties, such as saw guides and rounders' anvils, hammers, straight edges, swages, side files, mill dogs, brazing tables, mandrels and many other tools that are used in saw and planing mills and wood-working factories, also cylinder saws for stave factories.

One is well repaid for a visit to this mammoth establishment, as it is quite an education to see the many advancements in labor saving machinery and the vast quantities of saws produced. The demand for Atkins saws has been so extensive of late years that at times it was greater than the ability to supply, thus necessitating the increased facilities which have been and are now being added to the plant. Branches have been established at Memphis, Tenn., Atlanta,

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Ga., Minneapolis, Minn., and Portland, Ore., besides which they have many agencies in various parts of the country.

Their foreign trade is quite extensive and growing rapidly, their cross-cut saws having recently won the first prize at the international sawing contest at Tasmania. At Paris they have a magnificent exhibit, which has attracted great attention. A very beautiful souvenir in connection with their exhibit at Paris has just been issued, a copy of which can be obtained on application.

The officers of the company are E. C. Atkins, President; H. C. Atkins, Vce-President and Superintendent; M. A. Potter, Treasurer; N. A. Gladding, Secretary; J. W. Perkins, Assistant Secretary; A. D. Gates, Assistant Treasurer, andF. C. Gardner, Cashier.

Albany Hardware & Iron Co.'s Outing.

The annual outing given by the directors of the Albany Hardware and Iron Co.. Albany, N. Y., to their employees, which came off at the Wayside Inn, near Mechanicsville, on August 11, was a delightful and enjoyable affair. Among the surprises were several presentations of purses, one from the company to Philip Powers, and the other from the employees to James O. Hovey, one of the oldest Hardware men in Albany. Both presentations were made by President Charles H. Turner, and the recipients responded in a fitting manner.

As soon as the stores closed at noon the employees met at the main store and stood outside until a local photographer took two pictures of the group. Chartered cars of the United Traction Co. were in waiting at the postoffice, and at 12:30 the start was made for the Wayside Inn. The chartered cars went to Troy, through that city to Green Island, to Cohoes, North Side and then over to Waterford. Here the Albany cars were left and the party of sixty boarded one of the big motors of the Schuylerville line and were soon on the way through a most delightful country to one of the prettiest places along the line—the Wayside Inn, which was reached shortly after 2 o'clock.

Of course, everyone was hungry, for the employees had worked unusually hard during the morning, and no time was given for dinner before the start was made. Proprietor Kedian had a steaming dinner ready on tables on the broad piazza, and it consisted of little necks on the half shell, consomme, baked bluefish, anchovy sauce, little onions, cucumbers, sliced tomatoes, new potatoes with parsley, creamed spring chicken, sweet corn, new potatoes, ice cream and lady fingers, watermelon, nuts and raisins, French coffee, cigars.

It was after 4 o'clock when the dinner had been disposed of. President Turner rapped for order. In his usual happy manner he complimented the employees for their faithfulness to the company, assuring them that their efforts were always appreciated. He then referred to the long service of Mr. Hovey, and, after paying a tribute to his sterling character, presented him with a purse from the employees of the company. Mr. Hovey made a feeling response. Mr. W. B. Wackerhagen, secretary of the company, also made a few pleasant remarks. Dinner over, the party adjourned to the ball field, where teams of the main and branch stores contested for more than an hour. It was during this game that T. H. Sargent made the hit of the day. He had sent a ball way over in right field and had reached third base, having stolen from first. Between the third and home he slipped and fell, but two other players who were coaching him picked Sargent up bodily and laid him down on the home plate. The game resulted in a victory for the branch store by a score of 14 to 8.

Then came a tug of war between teams captained by George Van Tuyl and Teunis Sargent. It required 42 seconds for Van Tuyl's team to drag its opponent over the line. The crowd on the broad piazzas cheered lustily for the victors. At 7 o'clock supper was served and an hour later the party again boarded the chartered cars and were soon on their way to Albany. Coming through Cohoes, Northside, Green Island and Troy, fireworks were shot off and colored lights burned. Mr. Fred Wing, with his cornet, gave bugle calls. It was 10 o'clock when the party again reached Albany, having experienced one of the most enjoyable outings on the records of the company.

The Question of Circulation.

The advertiser in a newspaper is interested in the circulation of that paper when he wishes to patronize it and use its columns for advertising purposes. The average advertiser usually goes astray on that point. It is an easy matter to mail papers to every Tom, Dick and Harry over the land and plant a sworn statement before the advertiser to the effect that so many thousand people get the paper, but is the paper appreciated by those getting it for nothing? Does a paper sent to so many thousand other newspapers, not in the same line of business, benefit the advertiser? Does a paper sent free to the washerwoman, ministers, lawyers or laborers containing matter of a technical nature in which the "deadheads" are not interested benefit the advertiser? It is an easy matter to give away papers provided you can get the advertiser to stand the cost. A circulation fairly planted in the trade represented, where every one pays for the paper because it is of value to the subscriber, is a far better advertising medium than a paper sent to missionary societies and dry goods dealers, whereas the edition may be exclusively intended for iron and steel interests. It's the paying subscriber the advertiser wants to reach if he wants to sell goods. The paper to watch and patronize is the one that cuts you off the list the month your subscription is overdue.—*American Manufacturer.*

Foreign Postage.

A timely warning has been given out by the postal authorities and is repeated in the trade press, in regard to short paid letters to foreign countries, in view of the largely increased correspondence between this country and France during the present exposition. Attention has frequently been called to the fact that quite a large proportion of the mail matter addressed to foreign countries is deficient as to postage, and the bulk of this matter is of a business or advertising character. The receivers of such letters are compelled to pay double the amount of the deficiency, and such a tax has this proved in some quarters that numbers of European firms have declined to receive any short paid American letters or packages. When a foreign business house has to pay for the privilege of receiving an advertising circular, catalogue or other matter which has not been asked for, it is not to be wondered at if the communicaton meets with scant favor or consideration. Business men having occasion to correspond with individuals or concerns abroad should be careful to sufficiently prepay their communications, so as to insure their delivery. Otherwise delay and inconvenience may be occasioned.

A lot of hardware, consisting of nails, tacks, screws, parts of door hinges and what not, the total number being 136 pieces, were taken from the second stomach of a cow. The cow, which weighed about 1,300 pounds, was in perfect condition and as fat as a butter ball, and one of the finest cattle killed in those parts in quite a while. It is a question whether she was fattened on the hardware, but it certainly did her no harm.—*Frankfort (Ky.) Call.*

"Those folks next door are too swagger for this neighborhood."

"Do they use finger-bowls three times a day?"

"I don't know; but they call their front hall a 'porte cochere.'"—*Indianapolis Journal.*

The longest canal in the world extends from the frontier of China to St. Petersburg. It is 4472 miles in length.

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RECENT TRADE PUBLICATIONS.

JOS. DIXON CRUCIBLE CO., Jersey City, N. J. Twelve-page booklet entitled, "Some Words of Wisdom About Paint," forming No. 6 of the series of similar booklets having reference to graphite paints. In this partcular pamphlet, "Dixon's silica graphite paint" is made the text to preach from, and as is customary with all the publications of this house, the reading matter is of that convincing kind that few will peruse the pamphlet without becoming convinced of its desirability as an addition to a Hardware stock or its utility for the purposes designed. It is certainly well written for that purpose.

IVER JOHNSON'S ARMS & CYCLE WORKS, Fitchburg, Mass., New York office 99 Chambers Street. Twenty-eight page catalogue of firearms made by this company. Printed on coated paper, with excellent illustrations, among which is given an illustration of their extensive plant at Fitchburg. Among the contents of this catalogue are all the various parts of which their firearms are composed and are all given with the appropriate numbers, so that repairs at any time may be ordered from the factory, every part, no matter how small, and there are many of them, being appropriately numbered for each revolver.

The HANCOCK INSPIRATOR CO., 85-89 Liberty Street, New York. Catalogue of this desirable appliance, which has been on the market for the past twenty-two years. This is a pamphlet catalogue of forty pages, printed on good paper, and handsomely illustrated throughout, showing the Inspirator, "Lotus" Automatic Injector, Hancock Ejector, Hancock Swing Check Valves, Globe and Angle Valves, etc., together with all the essential parts, separate and distinct, of the Inspirator, numbered so that repairs can be readily obtained. The company state that "owing to the new goods introduced and illustrated in this catalogue, it has been necessary to establish a new price list. It has also been advisable to revise some of the old prices on standard goods, which are subject to revised discounts. New discount sheets will be sent upon application." These goods are too well known to require more than a general notice. The company having moved their general office and salesroom to the above address, in order to facilitate handling their business and to keep in closer touch with trade, they desire that all correspondence be addressed to that office.

LANE BROS. CO., Poughkeepsie, N. Y., have recently issued a new catalogue of important Hardware specialties with which the name of Lane Bros. has been prominently identified for many years. This is called Catalogue 16, and includes in its contents Lane's patent steel barn door hangers, both in the "standard" and "special" designs, a steel track to go with the same, their sliding door latch, and also a stay roller for sliding doors. These goods are well known to the Hardware trade, having been the pioneers for excellence in their respective lines for a great many years. Lane's elevator door hangers are also illustrated, showing the hanger frame with ball bearing appliances. Several pages are devoted to Lane's parlor door hangers, including the "standard" and the "ball bearing" patterns, both of whch have excellent features of their own. Lane's "New Model" parlor door hanger is illustrated in its improved style. The hanger frame is made entirely of steel, the wheel has noiseless fibre tread, and with their well known roller bearing. It is anti-friction and adapted to any length run. Included in the line of goods of this description are the "Fire-door Fixtures" of which the company now manufacture a great variety for automatically closing fire doors, shutters, etc., these goods being represented in a special catalogue, are only incidentally referred to in this. These goods, it may be mentioned, were designed under the supervision of the Associated Factory Mutual Fire Insurance Companies, and have since been universally approved by all other insurance companies. The catalogue will be furnished on application for the above line of goods. In the pamphlet under consideration, Lane's ball bearing store ladders are illustrated, with special illustrations showing the strength of the several parts. Included in the assortment are Lane's automatic lock tackle blocks; the Junior tackle block; Lane's steel carriage jacks and Lane's patent measuring faucet. The remainder of the catalogue is taken up with their well known special "Swift" mills, with the manufacture of which they have been long identified, and the assortment of whch has been greatly augmented, and now covers a very large variety, running from the smallest size to those standing nearly six feet high. The Swift drug mills conclude the line of goods mentioned in this important catalogue.

STANLEY RULE & LEVEL CO., 107 Chambers Street, New York. Under date of August, 1900, they publish their catalogue No. 26, a pamphlet of over 80 pages, which, instead of being a regular catalogue covering their line of goods with list prices, etc., is more particularly a "mechanics' hand book," showing the various tools of merit now manufactured by this concern, with all the new patterns and improvements recently produced, a large line of rules and plumbs and levels of every description, metal and wooden block planes, and special planes for various purposes; in fact, a complete mechanical outfit for the carpenter, cabinet maker and other skilled mechanics can be selected from this valuable little pamphlet. This is one of the most useful publications that they have issued within our recollection, forming a pocket guide for their line of tools, not only for the Hardware trade, but for the mechanic as well, and is evidently intended for a wide distribution. Fully illustrated throughout and printed on excellent paper. They state in their introductory remarks that in publishing this catalogue it has been their purpose to present to the users of their tools a hand book giving specifications of and information regarding certain of their tools most generally used. Their desire has been in the compilation of it to interest the consumer in order that he may go to a regular Hardware dealer for the goods and prices of the same. They state that if the goods cannot be obtained from the local Hardware dealer, any one interested, if they will write to the manufacturers, will be placed in touch with dealers in that locality in such a way that the goods will forever afterward be obtainable. The Stanley goods are known from one end of the United States to the other, and are largely represented even in various foreign countries, the company having been engaged in designing and manufacturing carpenters' tools since 1857 under its present name, and even for several years prior to that time the same business was carried on under a different name. When it is taken into consideration that with a half century's experience they have been justified in widely advertising their product, there is scarcely a portion of the world to-day where their goods are not well known under the name of the "Stanley" specialties. They have been prompt users in their manufacturing of every suggestion made by their customers. The moment any hint is given them of a possible improvement, experiments are at once made as to its utility, and if found worthy of adoption, it is used forthwith. The Hardware trade will do their best to assist in the distribution of this very valuable publication, which is evidently the desire of the company.

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NEW GOODS AND SPECIALTIES.

Yankee Automatic Drills.

North Bros. Mfg. Co., Philadelphia, Pa., whose line of important Hardware specialties are well known, have recently added to their desirable line of automatic drills the two styles which we illustrate herewith. They are marketed under the name and number of the Yankee Automatic Drill Nos. 41 and 42. These drills are designed for use by carpenters, cabinet makers and other wood-workers doing high-grade and first-class work. They are used for boring through various kinds of hard wood, for the several purposes for which it is intended to use them, and enables the operation of setting screws, brads, nails, etc., in a perfect manner.

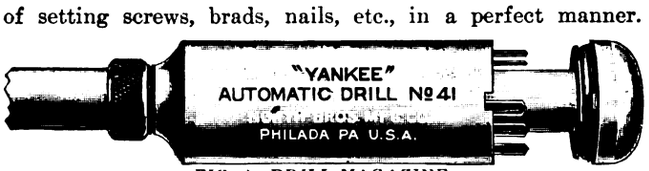


FIG 2.—DRILL MAGAZINE.

There is no kind of wood used by these artificers that would be split by the operation of these perfect drills. In operation the simple pushing of the handle downward revolves the drill, when a spring returns the handle to its place. During the return movement the drill point revolves upward, and thus is enabled to clear the chip or dust from the opening created by the operation of the drill. The operation of its magazine is the only difference from the company's Yankee Drill No. 40. The magazine in this drill (Fig. 1) is opened by loosening the nut at its lower end, causing the interior of the handle to move up, and expose the drill points to plain eviw, which is shown in the smaller illustration, Fig. 2. This enables the operator to quickly select any drill required for his purpose. The chuck is referred to as being of new and improved design, holding the drill points in an extremely tight and rigd manner. Fig. 3, which illustrates the drill No. 42, is of the same construction as No. 41, but without the magazine for the drill points, and in place of the metal handle a wood handle is supplied. This is done to make the article a little lower in price. The drill points necessary for this tool are placed in a small wooden box, the chuck used being the same as that used in drill No. 41. Eight drill points, as illustrated in Fig. 4, are furnished with each tool, being essentially the same as those used in the company's drills No. 40 and 41. The entire length of the drills, inclusive of the drill point, is 11 3-8 inches. Both of the drills referred to here, in their completeness, are nickel-plated and finished in a workmanlike manner, and really represent a high grade of tools worthy of encouragement by every Hardware dealer to whose attention they are brought.

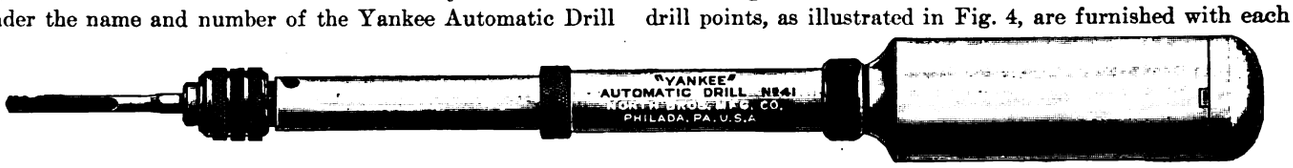


FIG. 1.—"YANKEE" AUTOMATIC DRILL No 41

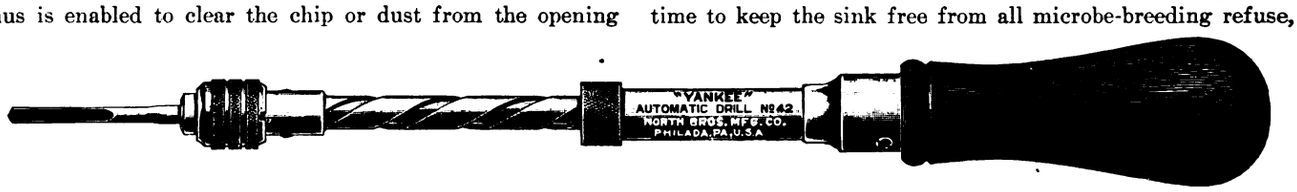


FIG. 3.—"YANKEE" AUTOMATIC DRILL No 42

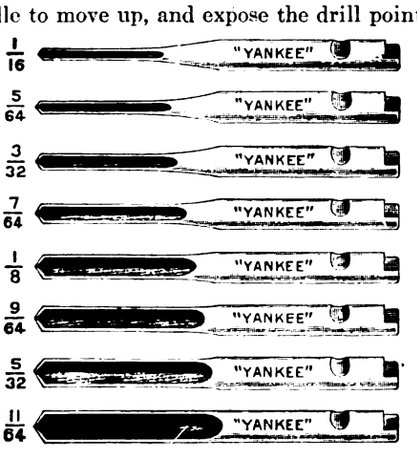


FIG. 4.—"YANKEE" DRILL POINTS

Mrs. Vrooman's Sanitary Sink Strainer.

F. H. & E. B. Vrooman, 225 Dearborn Street, Chicago, Ill., are placing before the Hardware and housefurnishing goods trade the Sanitary Sink Strainer of which we give two illustrations. It is constructed in a careful manner, of first-class material for the purpose intended, and presents in position a very neat and attractive appearance. It is designed to be durable and is made in a manner that enables it to be readily cleaned. More attention than usual is given to these kitchen appliances, the house-keepers desiring at the present time to keep the sink free from all microbe-breeding refuse, thereby avoiding the danger of contracting many diseases, these articles being indorsed by all authorities on sanitation. It is made in two styles, plain tin and japanned, the design being to simply attach it to the corner of the sink with a tack wherever the sink has wooden casing on top, see Fig. 1, but in the more modern style of sheet iron or metal sink, a stand is used, see Fig. 2, which clasps firmly on the bottom of strainer. While in its use it permits free passage of all liquids, it is easily removed to emit refuse, and retains all solid matter for further disposition. It is a house-keeping speciality that has already had a large sale, and is of a character that readily recommends it to the careful housekeeper.

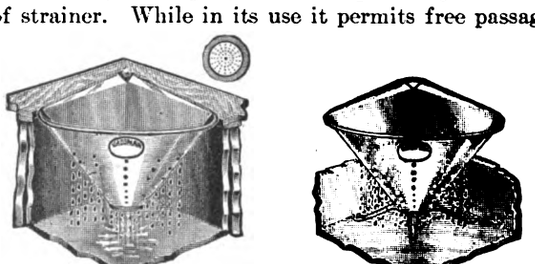


FIG. 1. VROOMAN SINK CLEANER.—FIG. 2.

Ogden Automatic Liquid Door Check.

The Ogden Mfg. Co., Newark, N. J., who are represented as general agents by W. H. Quinn & Co., 103 Chambers Street, New York, are placing upon the market the Ogden

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Automatic Liquid Door Check and Spring, which we illustrate in this article, showing its general appearance and also a sectional view of its checking mechanism. One of the principal features of this check is a newly improved automatic regulating valve on the inside of the check, by the aid of which its action is regulated and fully controlled and all the movements of the door at all times and under varying conditions are provided for. The use of the small regulating screw usually a part of all door checks and springs, is obvi-

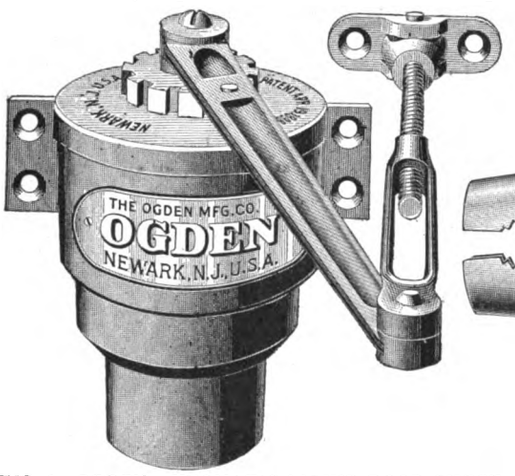


FIG. 1.—OGDEN AUTOMATIC LIQUID DOOR CHECK AND SPRING.

ated by this regulating valve, so that the action of the check is governed completely and the door enabled to close quickly, quietly and gently, even though a wind should blow at the rate of 40 miles an hour. All the main working parts of this door check are of the toughest drop-forged steel, every part being machined to a fit and made interchangeable throughout. A specially prepared non-freezing oil is used for the liquid in which all the working parts are immersed and revolve in when the check is in use. This assures proper lubrication under all circumstances and reduces any possible wear to a minimum. Another feature to which attention is called is that the action of the door during its entire swing is controlled by the check. The door may be opened without any checking resistance at any angle from 5 to 180 degrees, and the moment the door begins to close the check actually

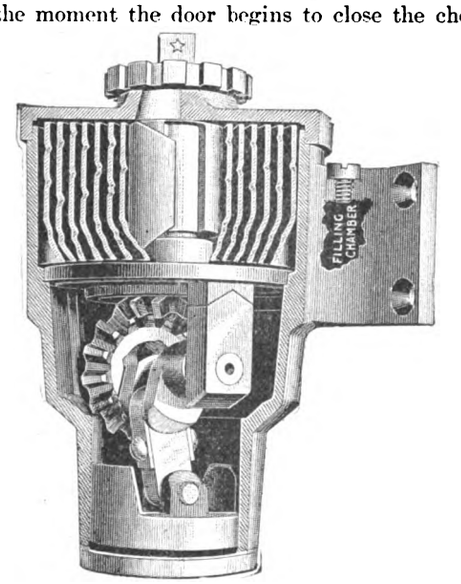
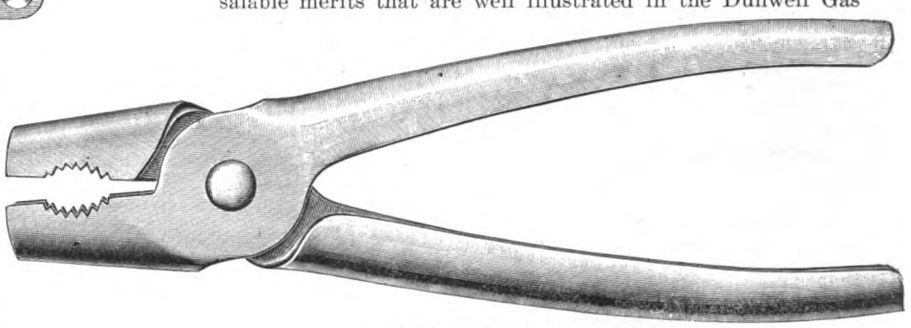


FIG. 2.—SECTIONAL VIEW, SHOWING CHECKING MECHANISM.

begins to perform its proper function, the checking power gradually increasing as the closing point is reached, this course of action giving a smoothness in closing peculiar to this check. A self-contained coiled spring which is easily removed from the case is used in its construction. To change the check from right to left or *vice versa* it is only necessary to remove the spring from the case, invert it and return it. Few simpler methods of accomplishing the desired result are obtainable. The check contains double the supply of liquid necessary to operate it, and as there is no hole through the cap where the liquid can escape this insures it against all possibility of leakage. Fig. 1 shows the door check and spring ready for application upon the door. Fig. 2 gives a sectional view by which the interior mechanism of the check and its method of operation is made apparent to the reader.

Bridgeport Mfg. Co.'s Plyers.

The Bridgeport Mfg. Co., Bridgeport, Conn., are manufacturing a line of plyers of improved construction and salable merits that are well illustrated in the Dunwell Gas

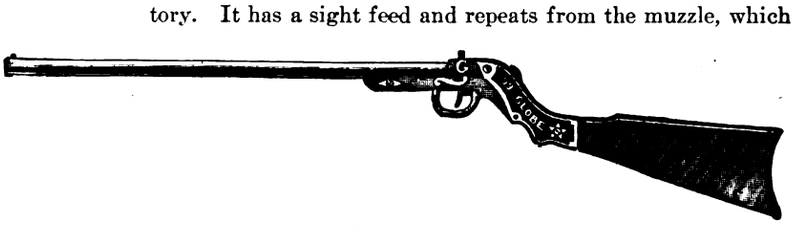


THE DUNWELL GAS PLYER.

Plyer, of which we give an illustration. This special plyer is an entirely new production, being forged from sheet cast steel, the jaws being constructed in an U shape with a slight opening of the U where the teeth are milled on the jaw. This method of construction permits the irregularities in dimensions of pipe to enter the open space slightly, and give the teeth that uniform grip on the pipe which avoids all possibility of slipping. As the part from the teeth outward to the end of the jaw is made flat, its construction provides a very good flat-nose plyer in addition to the principal object for which the tool is made. The whole article is made of a fine quality of steel, all the plyers being carefully tempered, and the method of construction makes them practically unbreakable, the manufacturers claiming it to be equal in every respect to any forged steel gas plyer, and from their original methods of manufacture they are enabled to market this desirable article so that it may be retailed at a moderate price.

Globe Single and Repeating Air Rifle.

J. A. Dunbar Mfg. Co., Northfield, Mich., have recently placed upon the market the New Globe Air Rifle. The twentieth century gun which is marketed under the above title is of a model of 1900, being finely finished, nickel-plated and extremely handsome and gunlike in appearance. The magazine of the repeater holds 300 B. B. shot. Each rifle is accurately tested and sighted before leaving the factory. It has a sight feed and repeats from the muzzle, which



THE GLOBE AIR RIFLE.

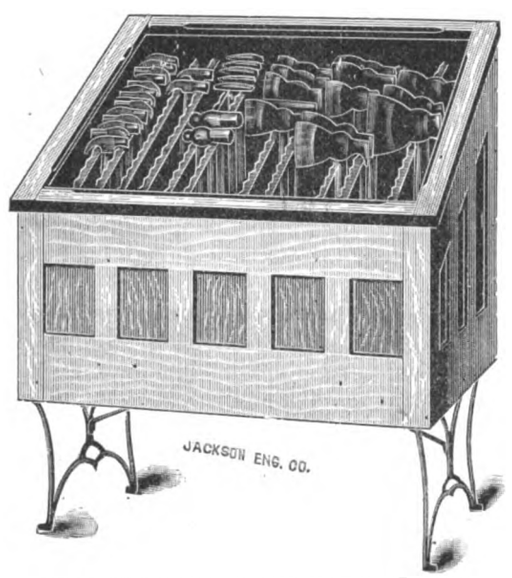
makes it shoot strong as a single shot. The stock is made of selected hardwood and finished in natural color or in walnut. This 1900 model has a new locking device by the aid of which the gun is prevented from any rattle or break-down when it is shaken. When desired the repeater can be used as a single shot, as the single shot is the same as the repeater, but without the repeating attachment.

Herrick's Hammer and Hatchet Case.

F. A. Herrick Co., Jackson, Mich., are the manufacturers of a number of specialties in the way of improved store furniture, consisting of tool racks, tool brackets, sampling hooks, auger and bit cases, hammer and hatchet cases, axe racks, etc., one of the most novel of which is the hammer and

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hatchet case we illustrate herewith. As every one knows who runs a Hardware store, it is a very difficult matter to display these irregularly proportioned goods in anything like a satisfactory manner, or to get at them when sold in any proper way, but by the aid of this case, which is prepared expressly for their display and sale, a simple removing of the glass cover enables the salesman to pick out in a very few moments the hammer or hatchet, on the merits of which he may have been descanting. The case is made of oak, and very nicely finished, the brackets are of malleable iron and japanned as well. The back of the case has a drop-door hung with spring hinges so the lower part of the case can be used for surplus stock, the glass cover having a supporter to hold it by when it is necessary to show the goods. Every article in the case can be seen at a glance, and it must be remembered inclosed in the case they are kept free from rust, which is a very important feature. The manner of displaying these goods is of a character that prevents the customer from having a desire to handle every article that is shown him. The case when filled with tools and placed in a store would attract attention at once, and in this manner would greatly increase sales. As it is finished in the back the same as in the front, it can be placed in any part of the store desired. They are made in three sizes, holding ten dozen of the various goods displayed. The size of the cases are all the same, viz.: 36 inches long, 26 inches wide, 47 inches high on the back, and 32 inches high in front, so neatly japanned, the legs and standard being of cast iron it may be readily understood how much of utility is crowded into a very small floor space. The weight of case ready for shipment is 185 pounds.



HERRICK'S HAMMER AND HATCHET CASE.

New Century Rotary Washer.

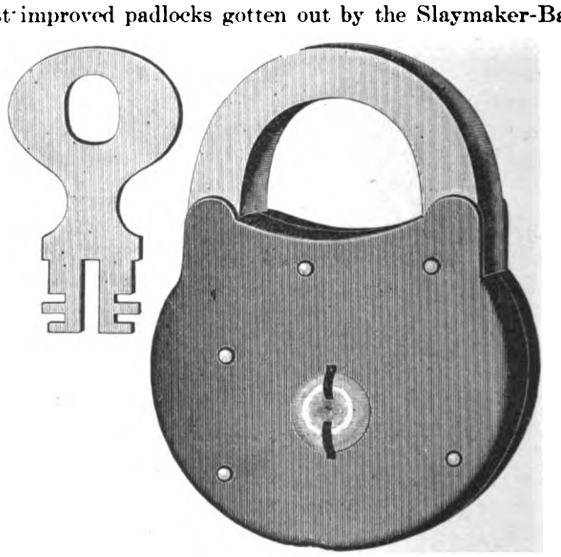
The New Century Washing Machine Co., 6 and 8 Wabash Avenue, Chicago, Ill., are placing upon the market the New Century Rotary Washer, which is manufactured under a recent patent granted May 8, 1900. In its construction a number of improved devices have been utilized, enabling the manufacturers to warrant every machine sold. It is made of superior material in every respect, white pine sides, and bottom corrugated, having heavy steel hoops on top and bottom, and provided with a heavy electrically-welded wire hoop in the centre, every care being taken in its construction that it should be made on the simplest mechanical principles. In its action it is claimed to be perfectly noiseless, positively avoiding all jar or shock when reversing the motion of the machine. No clutches or springs are used in its construction, avoiding all fear of the giving out of such appliances. The fly-wheel is so placed as to enable it to balance the cover perfectly when opening the machine for use. The mechanical features used in the construction of the machine permit it being turned backward or forward, its construction enabling it to do excellent work both ways. In fact, so well convinced are the manufacturers that it will meet with the approbation of every Hardware dealer handling these specialties, they are perfectly willing to ship a machine on approval upon request by any responsible dealer, which machine may be returned at the expense of the manufacturer if found unsuitable for the dealer's trade, which is certainly a proposition worthy of being availed of by any dealer.



NEW CENTURY ROTARY WASHER.

Seamless Steel Padlock.

S. R. Slaymaker, Lancaster, Pa. (John H. Graham & Co., 113 Chambers Street, New York, general sales agents), has recently placed upon the market a new padlock which we illustrate herewith. This is called No. 4848. It is composed of a seamless steel rubber enameled case, having cut bronze levers, and two double-bitted steel keys. This is one of the latest improved padlocks gotten out by the Slaymaker-Barry Co., to whose entire business Mr. S. R. Slaymaker succeeds, giving his entire attention to their original line of specialties.



STEEL PADLOCK No. 4848.

"Were you seasick, Mrs. Selldom-Holme?"

"I was during the first two days, but I was well enough to come on deck the third day. Then I heard a hoarse voice call out, 'Up with the helm!' and that started me again, oh, awful!"—*Chicago Tribune.*

PATENTS Preliminary Consultation Free.
HENRY J. MILLER,
55 Equitable Building, BOSTON.

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Advertisers' Corner.

The Troy Nickel Works of Albany, N. Y., are mailing to their customers a card of large proportions, carrying at the top in red letters the inscription, "Office Hours Suspended." They state that the time from 9 to 10 a. m. will be devoted to collectors of church subscriptions; from 10 to 11 a. m. to book canvassers, agents, etc.; from 11 to 12 a. m. to people with funny stories; from 12 to 4 p. m. to ladies with tickets for sale, and from 4 to 5 p. m. to people with inventions for sale. The company assert that the rest of the afternoon they devote to miscellaneous calls, and that they attend to their own business at night, while the Troy Nickel Works of Albany, N. Y., "attend to their wants in the Stove Hardawre line, for Alaska is always cold." Another inscription at the bottom of the card under the word "Notice," in large red letters, is to the effect that all their time until election will be devoted to the discussion of politics. Another card which the company are sending out presents a view of their exhibit of Stove Hardware at the Paris Exhibition. This, consisting as it does of Alaska goods of every description, enables the company to state that it is the only exhibit of Stove Hardware at the Exposition.

If there ever was a time to advertise, it is present with us to-day. We, who go about among the manufcturers, hear on all sides of the vast numbers of orders on their files and of their inability to fill them, and for that reason they will not advertise, because, as they state, they could not handle another order. On the other hand, were times dull, as they were a year or two ago, and as they told us then, they could not afford to put any money into advertising. The manufacturer who is far-sighted enough to anticipate the present demand and subsequent future easing up, and gets his name up in the right sort of mediums early and often and keeps it there, is going to get the lion's share of the business. It's easy for the buyer to forget names, even though they may be in a trade for twenty, thirty or even fifty years, and it is your duty to keep your name before the public. You have your old friends, but a new generation of buyers is coming up every day, and they want to know you and the goods you manufacture. Let us tell them for you. We are quite sure we can be of some use to you in our field and would like to be given the opportunity to try. "There's always room for one more," and if there isn't, we'll make room.—*Exchange.*

Increasing Commerce With Porto Rico.

Commerce between the United States and Porto Rico during the two months in which the new tariff act has been in operation shows an enormous increase over that of the corresponding two months of the preceding year. This is more observable because of the assertion which has been frequently made during the past few months that the island is practically impoverished since the storm of last August. Notwithstanding the conditions due to the storm both as to material for exportation and facilities for purchase, the exports to the United States in May and June, 1900, were 50 per cent. in excess of those of the corresponding months of 1899, and the imports from the United States were more than double those of the same months in 1899. In May and June, 1899, the imports into the United States from Porto Rico, as shown by the reports of the Treasury Bureau of Statistics, were $1,461,998, and in May and June, 1900, they were $2,322,124. In May and June, 1899, the exports to Porto Rico from the United States were $666,987, and in May and June, 1900, they were $1,587,478. Thus the imports into the United States from Porto Rico show in May and June, 1900, an increase of 60 per cent. over those of the same months of 1899, both of which occurred prior to the storm of that year, and the exports from the United States to Porto Rico show an increase of 140 per cent. over the corresponding months of 1899.

The figures of the total commerce with Cuba, Porto Rico, Hawaii and the Philippines show in each case a marked growth, especially in exports. To Cuba, the total exports of the year are $26,513,613 against $18,616,377 in the fiscal year 1899, and $9,561,656 in 1898. To Porto Rico the exports in 1900 are $4,640,435 against $2,685,848 in 1899, and $1,505,946 in 1898. To the Hawaiian Islands the exports for the year 1900 are $13,509,148, against $9,305,470 in 1899 and $5,907,155 in 1898. To the Philippines the exports of 1900 are $2,640,449, against $404,193 in 1899 and $127,804 in 1898. To the Samoan Islands the exports of 1900 are $146,267, against $56,522 in 1899, and $39,982 in 1898. To Guam, the exports of 1900 are $13,247, against $6,883 in 1899, and $4,070 in 1898.

The total exports to Cuba, Porto Rico, the Hawaiian Islands, the Philippine Islands, Samoa and Guam for the three years are as follows:

		Fiscal year	
	1898.	1899.	1900.
Exported to—	Dollars.	Dollars.	Dollars.
Cuba	9,561,656	18,616,377	26,513,613
Porto Rico	1,505,946	2,685,848	4,640,431
Hawaiian Islands	5,907,155	9,305,470	13,509,449
Philippine Islands	127,804	404,193	2,640,449
Samoan Islands	39,982	56,522	146,267
Guam	4,070	6,883	13,247
Total to islands	17,146,613	31,075,293	47,463,155

The following table shows the principal exports to Cuba, Porto Rico, Hawaii and the Philippine Islands during the fiscal year 1900:

Articles.	Cuba. Dollars.	Porto Rico. Dollars.	Hawaii. Dollars.	Philippines. Dollars.
Provisions	5,214,489	870,897	434,363	60,244
Iron & steel & mfs	3,717,127	579,505	4,064,306	383,892
Breadstuffs	2,914,870	1,013,204	1,022,955	168,726
Wood and mfrs. of	2,122,563	368,985	1,314,957	84,127
Animals	2,963,766	3,751	235,622	441,960
Vegetables	825,090	104,790	90,842	54,814
Coal and coke	738,614	53,960	119,628	142,793
Malt liquors	677,522	101,217	186,720	563,960
Cotton mfrs	612,252	305,080	572,551	29,744
Eggs	592,601	31	9,346	....
Oils, mineral	484,984	99,296	227,680	7,774
Chemicals & drugs	434,321	59,098	192,788	48,955
Leather & mfrs. of	340,370	38,788	307,270	32,341
Paper & mfrs	271,997	52,314	101,274	52,843
Cars & carriages	253,622	21,175	70,389	24,197
Scientific instrm's	218,307	32,392	115,827	13,112
Tobacco mfrs	196,553	564	332,759	12,493
Agricultural implem's	175,816	7,389	12,628	1,725
Glass & glassware	158,474	14,412	51,311	6,012
Copper, mfrs. of	111,860	8,042	18,300	67
Fish	89,869	57,676	234,227	3,129
Fruits & nuts	82,431	14,883	106,935	27,217
Furniture, of metal	76,135	2,308	5,858	....
India rubber mfrs	73,765	7,092	66,120	4,936
Bricks	62,041	....	51,280	....
Naval stores	59,298	6,096	6,729	671
Lamps, etc	54,994	6,174	25,475	4,974
Soap	54,926	17,895	51,613	1,963
Vegetable fiber mfrs	44,687	17,942	111,330	3,753
Sugar, refined	36,787	10,964	124,739	8,970
Hay	29,200	246	165,634	162,199
Clocks & watches	23,848	649	18,627	19,014
Spirits, distilled	20,768	8,362	47,109	150,252
Wool mfrs	12,251	1,835	111,689	1,396
Wine	5,983	5,388	97,531	8,397
Rice	3,145	153,882	290,575	....

Paris Exposition and American Saws.

In connection with their splendid exhibit of saws, saw sets and sawmill specialties at the Paris Exposition, E. C. Atkins & Co., Indianapolis, Ind., have issued a Paris Exposition souvenir booklet designed for distribution among the visitors. It certainly deserves a very wide circulation because it is an extremely fine illustration of typographical artwork and high-grade engraving, at the same time fitly exemplifying in its contents a great American industry. It is printed in both French and English, and goes into all the details of manufacture, presenting scenes showing the different processes. It is also embellished with a steel engraving of the president and founder of the company and a fine illustration of the company's extensive plant. The front cover, which is highly artistic, depicts a scene from ancient Egypt, where a platoon of unskilled and undressed natives are bending low before a high muck-a-muck who is showing them how to cut wood with a saw. The pyramids and the finely displayed sun forming the background would indicate the Egyptian origin of the saw, the sawset and the sunset. The booklet is really a highly artistic publication, reflecting in a characteristic manner the superior goods with which the name of Atkins has always been identified, at the same time illustrating by contrast the growth of the saw-making industry.

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REVIEW OF THE MARKETS.

Hardware: Changes in prices since our previous issue have been fewer in number and of less importance. Every prominent line feels the impetus of a forward movement; orders are coming forward more frequently, not of great volume at present, but gradually becoming of greater urgency. Stocks are by no means large among the retailers, and even the jobbers have averaged theirs up, preparing for a steady demand for staples and salable specialties that will make September a very busy month.

Wire Nails: Orders are reaching the mills more frequently as the season advances, and are generally increasing in size, as the feeling gains ground that, with increasing business, less likelihood of lower prices in the immediate future is possible. From the specifications so far received it is evident that stocks are by no means heavy in the dealers' hands, which fact on this leading staple has a tendency to brace the market and strengthen quotations while waiting for the full demand for Fall trade. Quotations may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices remain as heretofore:

To retailers, carloads on dock	$2.48
" less than carloads on dock	2.55
Small lots from store	$2.60 to 2.65

Cut Nails: There are indications of an improved demand for Cut Nails this season in comparison with wire nails. The increased life accorded to nails cut in the old fashioned way, and the fact now widely commented upon that wire nails lose their holding power at a much earlier period, is making the cut nails a favorite for shingling and other work subjected to outdoor exposure. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain substantially the same, the following quotations representing the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.30 to 2.35

Barb Wire: No especially favorable conditions for domestic requirements have been evident in the Barb Wire Market during the last fortnight, although Western accounts say that the local demand has kept up so well, stocks are in very satisfactory condition. Prices remain as previously quoted. Quotations for domestic trade remain as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: Demand for manufacturing requirements has kept the business in very satisfactory shape during August, although occasional irregularities in quotations are heard from outside plants anxious to establish a footing in the trade of greater importance. Current quotations remain, however, as previously established, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.			Galvanized
6 to 9	Base		$0.40 extra.
10	$0.05	advance over base	.40 "
11	.10	" " "	.40 "
12 and 12½	.15	" " "	.40 "
13	.25	" " "	.40 "
14	.35	" " "	.40 "
15	.45	" " "	.75 "
16	.55	" " "	.75 "
17	.75	" " "	1.00 "
18	.85	" " "	1.00 "

For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Cordage: Only a moderate demand exists for Cordage at the present time, the market being nominally quiet. Slight irregularities in prices are occasionally noticeable, but the market may be considered steady at the following quotations for best makes:

		Pounds. Cents.
Manila,	7-16 inch and larger	10¾
"	⅜ inch	11¼
"	¼ inch and 5-16 inch	11¾
Sisal,	7-16 inch and larger	7½
"	⅜ inch	8
"	¼ and 5-16 inch	8½
"	Lath Yarn, Medium and Coarse	7

Manufacturers using low grade Hemp are shading these prices 1-4c.

Linseed Oil: Dean Oil Co. quote as follows:

In lots of less than 5 barrels..... 70 cents per gallon.
In lots of 5 barrels or more..... 69 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

THE PHILADELPHIA TRADE.

The Fall season is now fairly open; salesmen are again on the road, and the orders received from them, as well as the mail orders coming in voluntarily from customers, indicate that retail stocks are not heavy, and are in need of assorting.

It is a little too early to prophesy in regard to Fall trade but this evidence of broken stocks is, to say the least, encouraging. There are also indications that on some lines the cut in prices has gone so far as to be very near the turning point, and it is freely predicted that prices of manufactured goods will, in sympathy with raw material, show a hardening tendency in the next few days. Jobbers are now compelled to re-enter the market to replenish their stocks, and, with the natural demand reinstated, prices must soon begin to readjust themselves.

With the exception of a few items, there have been no marked changes. Wire and nails have been unchanged since the notable decline on April 21st, and the many manufacturers of wire goods claim that on the present cost of wire, it is impossible for them to greatly reduce their quotations.

Collections continue fair, and in fact have been better than usual. This is always a most gratifying sign, and seems to indicate the country is in a prosperous condition.

Export trade is also picking up, thereby making an increased demand, while the stoppage of a number of iron furnaces goes far towards making a reduction in supply.

There is a general impression that a presidential Fall necessarily means a reduced volume of trade, but we do not

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believe this to be the case. A careful examination of our records, covering a period of years, reveals the fact the six months of the presidential campaign have, in several instances, been periods of unusually good trade, and, as the course of events is so likely to be influenced by belief, it is well to know that the popular impression that presidential years are years of light trade is an error.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

The long visit, to this section, of intensely warm weather, has ended and been followed by an area of much lower temperature accompanied, at this writing, by a delightful rainfall.

Those who have survived the oppressive heat more than welcome the change and both farmers and merchants seem to have renewed their energies as might be indicated by the volume of mail now being received.

Orders from the oyster trade are very prominent, of good size and well assorted for seasonable goods. Indications point to a normal Fall trade, no overstocking, but careful and judicious buying; if this is observed there will be fewer failures than usual about the end of the year, and the prospect of a good and healthy business for the coming Spring.

Collections generally are only fair, there being still many names on the slow list. H. W. WEBB & SONS.

THE PITTSBURGH TRADE.

The consuming demand for Hardware is very encouraging. Travelers, when starting out on the Fall campaign, found their customers needing goods. The few weeks' respite from travelers, during vacation, made holes in their stocks, and orders have been easily secured. This shows that stocks are down to a low point in the hands of retailers and that they only buy as they must have goods; it also shows that consumers are buying freely and have the money to get what they want.

Western Pennsylvania certainly has its share of the good things contained in Mother Earth. In some of our most fertile farming counties, the farmer has his usual crop near to manufacturing towns where he finds a ready market; his ground is underlaid with coal, which brings him a good price, and then come oil and gas, both of which yield him a royalty which alone comfortably maintains his family.

Manufacturing interests are active, the low prices of recent date having resulted in large orders; so that there is no doubt bottom has been reached and we are again on the upward grade. The slump was severe, but short, and we look for good active Fall trade, now that buyers are satisfied they cannot better themselves by further waiting.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

There is an unusual demand for this season of the year for staple goods, such as barb wire and nails. With regard to nails, it is true that there is a larger and constantly increasing demand for cut nails, especially for shingling, and what may seem still more remarkable, a preference is often given the cut iron nail. Would it not seem strange if, after all that has been said and written with regard to steel nails and steel wire nails, if the trade would just as rapidly return to the old iron cut nails of our fathers as they left them only a few years ago? We would not be at all surprised to see it.

Crops that are harvested are satisfactory, and the corn crop promises well.

Collections were a little slow just before and during harvest, but are now beginning to improve.

SICKELS, PRESTON & NUTTING CO.

THE CHICAGO TRADE.

We are pleased to state that since writing you last, conditions have changed but very little. Our business is still coming in with a rush, and we are being taxed to our utmost to fill orders with our usual promptness. Prices are remaining firm and with but a few slight exceptions, we look for a steady market throughout the balance of the year. Axes no doubt will be firmer than ever, due to the destruction of the plant of the Kelly Axe Mfg. Co. by fire. All seasonable goods for Fall are selling very fast and free and the outlook for business the coming 60 or 90 days is very promising indeed.

Now that our salesmen have all gotten back into the harness and are freshened up after their vacations, we think that we will have as much as we can possibly handle during the next month or two. Aside from this the building trade here in the city promises to liven up, which will help us materially.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Once, during a cold spell, when the thermometer ranged for several weeks between 10 and 30 degrees below, a man said that it was too bad that the Indians had been driven out of the country, but now we are sorry he was driven away because of the heat we have experienced for more than two weeks. According to the Weather Bureau, it was hotter in St. Paul yesterday than any other point in this United States, except Montgomery, Ala.,—surely we are to be pitied. We would like to store some of this heat to equalize next winter's cold, but we cannot find such an apparatus advertised in *Hardware*, and so judge that none is made, because all good things are advertised in that paper.

We might cover our present condition by saying that business and collections are both very good, but will further explain by saying that the conditions are much improved. Though we shall have a short crop of wheat, hay and potatoes, still we shall have enough so that we can expect a reasonable business, and the result will be a small demand for builders' Hardware and tools, as the farmer will be obliged to buy necessities only, cannot go to extravagant new buildings of any kind. These experiences of short crops are not an unqualified evil, as they tend to call a halt to otherwise foolish and expensive notions.

Prices here are demoralized and weak, the buyer has the best end of the bargain in all cases.

C. W. HACKETT HARDWARE CO.

THE MINNEAPOLIS TRADE.

Business locally suffers somewhat by extreme heat that we have been afflicted with for the past two weeks or more. In the country, harvesting has progressed far enough to show very much better condition than was expected, although in certain sections the crop has been quite a failure, while in others threshing shows a fair average.

We believe there will be a fair volume of business throughout the Fall. People generally are holding off expecting somewhat lower prices on staples, such as nails, bolts, screws, etc. Manufacturers generally are pursuing the hand to mouth policy, buying what they need from day to day, rather than anticipating their wants for any considerable length of time.

W. K. MORISON & CO.

THE SAN FRANCISCO TRADE.

As indicated in this correspondence a fortnight ago, the planing mill workmen went out on strike a week later, the mill owners refusing to yield to their employees' demands that an eight-hour rule for a day's work be substituted for the prevailing nine-hour rule.

At this writing, August 18, the mill owners are saying "No surrender!" They claim they can and will soon have enough non-union operatives from the country to meet all requirements.

Andrew Wilkie, chairman of the Mill Owners Associated Press Committee, made this statement to-day:

"The building trades representative has repeatedly stated in the columns of the local press the past week that the mill owners are weakening; that mills are withdrawing from their organization and conceding the union demands, and seeking a compromise, etc.

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"These statements are entirely erroneous, and if continued, will result in great injury to the business interests of the city and State.

"As a matter of fact, the mill owners are not weakening, but, on the contrary, are well organized and determined to maintain their present stand to the last. There are many men out who have no interest in this movement and want to work, but through ignorance of the real conditions, or fear of punishment in the event of union success, refrain from such action. Others who have been reluctantly forced into joining unions, would gladly return to work, but for the same reasons."

Naturally enough the tone of expression now being dropped all along the local Hardware line of traffic deplores the perceptable business quiet incidental to the millmen's trouble. Outside of this everywhere current talk, however, B. S. Dougherty, a Cleveland, Ohio, man who has been here eighteen months in charge of the builders' department of the Palace Hardware Co., responded to the seeker after trade news as follows:

"You might say that the 'Corbin' lock, in other words, the lock on the unit plan, which was patented by Byron Phelps, of Seattle, former Mayor of that city, and is being manufactured by P. & F. Corbin, of New Britain, Conn., has been accepted by the majority of architects and contractors as the most practical lock for good buildings. And this is another proof that the West is responsible for the production of many of the best modern appliances. One of San Francisco's large new office buildings is now being equipped with the 'Corbin' lock, and its adoption for several other like new buildings is being favorably contemplated; and in a number of fine residences it is being used and is giving the best results. And don't forget that it has been only a few weeks since the Corbin lock was introduced in this city."

The contract awarded last month by the United States Quartermaster's Department to Holbrook, Merrill & Stetson, for supplying 242 field ranges to be delivered within three weeks, has been filled on time, a large extra force of men having been employed. These ranges, which are built in such form that all of the cooking utensils can be stored in the stove and be securely locked for safe transportation, are sufficient in number to supply an army of 25,000 men.

George W. Pennington, senior member of the firm of George W. Pennington & Sons, steel manufacturers of this city, died Wednesday evening, August 8th, after a brief illness. Mr. Pennington was born in Yorkshire, England, in 1828. He came to the United States in 1863, and located in Pittsburgh, Pa., where he remained until 1883, when he came to San Francisco and established the firm of which he remained the head until about five years ago. He then retired from active participation therein, and his two sons, George and Thomas, assumed the management. The Pennington family is well known and popular in San Francisco's first business and society circles, and the surviving relatives have the sincere sympathy of a legion of friends in their sad bereavement. TRADE PRESS ASSOCIATION.

The Remington Automobile & Motor Co.

The Remington Automobile & Motor Co. has been incorporated under the laws of New Jersey with a capital stock of $250,000, to manufacture and sell automobiles of every description and to build and sell launches and small motor vessels.

Nearly two years ago, William A. Schmidt, of Ilion, devised a plan to construct gasoline motors of the piston type, but so arranged as to reverse the usual motion, and his idea was found to possess great merit, inasmuch as with less material in the shape of gasoline or petroleum much greater horse power could be secured.

A number of local gentlemen at once interested themselves, covered the device with a number of patents and several months ago Mr. Schmidt left his position in the experimental department of the Remington Arms Co. to perfect his motor.

The place of business in New York State will be at Ilion.

It is proposed to at once arrange for the building of automobiles and separate motors in Ilion, and as some very influential capitalists are behind the company there is a strong prospect of another large manufacturing plant soon being in full operation.

From 200 to 300 men will probably be employed before snow flies, and this number will be increased as orders already in prospect are in hand. It is the purpose of the new company to manufacture nothing but the very best and thereby uphold the great name of Remington.

The officers of the company are: President, Philo E. Remington; Treasurer, S. C. Burch; Secretary, P. A. Stubblebein.

Commercial Methods in Australia.

I wish to call attention to the rules governing trade between Great Britain and the Colonies. If American shippers desire to build up an export business with Australia, they must remember that the following customs prevail:

(1) Most Australian business houses have their own branches in London, doing all their British and foreign buying; or they have an agent or buy direct from the manufacturers.

(2) Terms of payment are arranged in several ways. Where branch houses are established, the suppliers deliver their orders at the ship's side, handing the buyer the ship's receipt with their invoice. The accounts are then payable in thirty days less a discount of 2 1-2 per cent., or in seven days less 3 per cent. This custom also applies to agents' transactions, where, of course, the agent receives a commission for his services. Where there is neither a branch office nor an agent, a letter of credit is as a rule established with a banker, and the suppliers' draft against documents at ninety to one hundred and twenty days after sight is paid, the charge for exchange being paid by the buyer here.

(3) Another system is for the merchant here to instruct his banker to receive documents for any shipments, naming the firm supplying, and to pay cash for the face value, collecting the money from the merchant here on receipt of documents by mail. This is done only when buyers and suppliers are well known to, and on the best terms with, each other.

(4) Another custom prevails by which an indent is forwarded direct to the supplier or manufacturer, with instructions to present documents at a bank or office and obtain from 75 to 80 per cent. cash, and to draw at sixty to one hundred and twenty days for the balance, including pre-

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STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

paid freight. This, as a rule, applies to transactions between people not so well known to each other.

(5) In some instances, merchants will remit a bank draft (for the estimated value of an indent) direct to the supplier, with the object of getting extra discounts; but this is done only when the merchant has plenty of spare cash and the supplier is well known and has the reputation of being absolutely safe.

(6) One other method is employed in first transactions only. Either a bank reference, a letter of credit, or a draft for the full value of the purchase is demanded as a mark of good faith, pending proof of the position of the buyer.

There are times when special arrangements are desired for special countries; but as a rule the above covers all wants, and a London or New York draft on any bank of good repute is considered as good as gold.

I have gone into detail in this matter because I am sure that unless our exporters study the methods employed by British merchants, they will never build up a great export business here. I firmly believe that our export business depends upon a thorough knowledge of the principles stated above.

F. W. GODING,
Consul.

Newcastle, June 18, 1900.

Prosperity of Farmers.

"A glance at the following figures," says J. Sterling Morton's *Conservative,* "will show the almost unprecedented increase since 1895 in the value of the things the farmer produces. In the years between 1895 and 1899 the annual value of the farmer's principal crops increased as follows: Corn, from $544,983,534 to $629,210,110, or 16 per cent.; wheat, from $237,938,988 to $319,545,269, or 34 per cent.; oats, from $163,655,068 to $198,167,975, or 16 per cent.; cotton, from $260,338,096 to $332,000,000, or 27 per cent.; tobacco, from $35,574,220 to $45,000,000, or 30 per cent.; flax, from $12,000,000 to $24,000,000, or 100 per cent. The total value of the crops of 1899 measured by a gold standard were $322,000,000 more than the value of those of 1895. During this period the live stock of the farmer increased in value by $633,000,000. In so far as his products are concerned, the farmer is to-day nearly $1,000,000,000 better off than he was in 1895, not to mention the cancellation of farm mortgages, the building of new and better homes, and the buying of better implements."

Merchant and "Missionary."

Here are some significant words which it would be well for Americans seeking foreign trade to heed:

"German business methods are superior to ours. The American merchant too often says: 'You want this; it is the latest and best thing out.' And while he is arguing his customer into a good humor, the German says: 'Tell me just what you want and you shall have it by the Barbarossa.' The American wants to satisfy himself; the German wants to satisfy his customer. The German is a merchant, while too often the American is a missionary. If the Germans would improve the quality of their wares and give half as much attention to style as Americans do, we would have to look out for our laurels. But, in view of their enterprise, we have now a hard competitor in this people."

The above suggestions are found in the report of the United States Consul at Sydney, New South Wales, where German capital is about to establish sample rooms for the display of goods of German manufacture. This Consul is conscious of at least one defect in American mercantile methods and is alive to the importance of correcting it.—Exchange.

Three hundred and sixty mountains in the United States are over 10,000 feet high.

Hardware
AND
Housefurnishings.

Union Auction Co.
(WHOLESALE)
92 Walker Street, N. Y.

The only house having....
Weekly
Trade
Sales
of Housefurnishings and Hardware.

Consignors
can avail themselves of our services.
Quick returns.
Also Storage Space to let. (Reference.)
Can furnish Spot Cash Buyers for
Job Lots, Stores, Etc.

TWO MORE VICTORIES WON.

In addition to the victories previously reported, Mr. J. S. FANNING again demonstrates the superiority of L. & R. SMOKELESS, at

SWANTON, VERMONT,
July 4 and 5. General average for entire shoot, 98 3/10 per cent. HIGH GUN.

NARRAGANSETT PIER, R. I.,
Inter-state Tournament, July 11 and 12. General average for entire shoot, 94 per cent. HIGH GUN.

Do Not Forget the World's Record, Utica, N. Y.
June 5th to 8th, *231 Consecutive Targets in Open Competition for Money, Without a Miss.*

Mr. FANNING's continued victories should make all sportsmen stop and consider. His load is:

U. M. C. "Acme" or Winchester "Leader,"
(¾ base). 2¾ in., 40-1 ¼; 7½ch. (factory load).

LAFLIN & RAND POWDER CO.
99 Cedar Street, New York City.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Chalmers, Ind.—The Kellogg Hardware & Implement Co. has been incorporated. Capital stock, $4200. The directors are A. R. Jamison, G. A. Jamison, S. H. Jackson, Thomas Kellogg and Seth J. Kellogg.

Clare, Mich.—Andrew J. Doherty, it is reported, will open a branch store at McBain.

Des Moines, Ia.—Articles of incorporation of the Garver Hardware Co. have been filed for record with the county recorder. The company will succeed to the business of J. A. Garver and carry on the business of retailing and wholesaling Hardware, glass and paint. The capital stock paid up is $35,000. John A. Garver is president; John A. Garver, Jr., vice-president; C. W. Pitcairn, secretary and treasurer, and C. T. Gadd, manager.

Escanaba, Mich.—Ricke & Seymour, carrying a line of Hardware, farming implements, groceries and general merchandise, have opened their store.

Hartford, Conn. — Ralph E. Page, who had charge of the builders' Hardware department at Francis & Co.'s, has opened a new store at 419 Main Street, in the Linden. Mr. Page will carry a full and complete line of Hardware, making a specialty of builders' and special trim Hardware. He has also purchased the stock and good-will of the Beam Cycle Co., and will carry a full line of bicycles and bicycle sundries. He will continue the general repair shop which Mr. Beam conducted. Mr. Page, having had twelve years' experience in the Hardware business, intends to keep a live and up-to-date store.

Owatonna, Minn.—The Nelson & Bouquet Hardware Co. has been incorporated to deal in Hardware. Capital, $200,000. Incorporators: S. R. Nelson, E. Bouquet and G. R. Kinyon, all of Owatonna.

Owosso, Mich.—The Owosso Hardware Co. has been incororated to buy and sell Hardware. Capital, $10,000. Incorporators: F. W. Pearce and W. A. Achard, both of Owosso, and F. Achard, of Saginaw.

St. Louis, Mo.—The George A. Rubelman Hardware Co. announces an increase of capital from $50,000 to $60,000.

Sumter, S. C.—James H. Buines, of this place, is contemplating opening a Hardware store in Camden.

Wellston, O.—Ervin Bros. of Jackson having rented the Keiling room next to the town house, will open a branch Hardware store.

Changes and Improvements.

Alamosa, Col.—W. C. Tomlins has sold a half interest in his Hardware business to J. A. Johnston. The style of the new firm will be Tomlins & Johnston.

Asbury Park, N. J.—Buchanon & Smock will move their Hardware and paint store from Asbury and Main streets to their new lumber yard, across the railroad.

Beaver, Pa.—J. B. Wilson & Son have sold to Wilson Bros. their Hardware and farming implement store on Third Street, consideration private.

Berkley, Va.—C. B. Gibbs is having the large store room on Chestnut street, recently vacated by A. H. Taylor, thoroughly remodeled and fitted with modern and convenient equipments for conducting an up-to-date business.

Boyertown, Pa.—Geo. P. Raha has purchased the well known Hardware store of Dr. Thos. J. B. Rhoads on Third street, consideration private.

Charleston, S. C.—J. B. Stokes is having a new brick store erected on Oak Street.

Fairmount, Ill.—R. R. Akers has purchased a half interest in B. F. Dougherty's Hardware store.

Fitchburg, Mass.—Damon & Gould, whose large Hardware store was recently burned, and who are the owners of a store here and another at Athol, are about erecting a handsome five-story block. The firm will occupy the entire block, which will have a frontage of 45 feet and a depth of 102 feet, and will be one of the finest blocks in the city.

Gainesville, Fla.—The old firm of E. Baird & Co., Hardware, has been succeeded by the new concern of the Baird Hardware Co., Incorporated. E. Baird is president.

Homer, Mich.—The addition to the rear of Strong Brothers' Hardware store, which will extend on Sophia street, has been commenced.

Lewisburg, Tenn.—M. G. Nowlin of this place has purchased the interest of John Fowler in the Hardware company of Woods & Fowler.

McIntosh, Minn.—The Rosholt-Berg Co. are moving their Hardware stock into the building formerly occupied by them as a general store.

New Market, Ind.—Tilghman Easley has bought out the Crist Hardware store.

Pomeroy, O.—The Skinner Hardware Co. are tearing down the one-story frame building on Second street, and will begin at once the erection of a fine three-story building.

Pulaski, Tenn.—McLaurine, Braden & Co. have sold their stock of Hardware, farming implements and machinery to Nat F. Cheairs and A. E. Greenlaw of Spring Hill. The late firm had long been engaged in the Hardware business in this city and had built up a large trade.

Roanoke, Va.—Work has been commenced on the extension of Nelson & Myers' storehouse, and when it is completed the firm will have one of the largest Hardware stores in this section. The completed addition will be three stories of brick and stone, 25x65 feet, which increased area they have long needed for their rapidly growing business.

Toledo, O.—Birkmayr & Rodemich Bros. are now located in their new store at 408 and 410 Summit street. They occupy four floors, 40x125 feet, each one of which is completely filled and handsomely arranged. The first floor with its oak furnishings is taken up with kitchen utensils, tools, Hardware and cutlery. In the centre of the room are several large oak cases devoted to imported nickel and agate ware. The stoves are located on the second floor; the third floor is devoted to wooden ware, refrigerators, etc., and is in keeping with the other floors. The fourth floor is used for surplus stock and the basement is divided into a storage and work room.

Unionville, Conn.—The firm name of John S. Parsons & Co. has been changed to the Parsons Lumber & Hardware Co.

Western, Neb.—Peter Waldorf, Hardware dealer, will at once begin the erection of a two-story brick building, 50x90 feet. It will be one of the best business houses in the county.

Business Embarrassments.

Saginaw, Mich.—Under Sheriff Burgess is busy taking inventory of the Hardware stock of R. H. Gillett & Co., of which the sheriff has taken possession.

Fires in Hardware Stores.

Atlanta, Ill.—W. W. Mix's Hardware store was destroyed by fire. Loss not stated.

Council Bluffs, Iowa.—Cole & Cole's Hardware stock was badly scorched and other damage inflicted, amounting to eight hundred dollars ($800.00). Fully insured.

Hanover, Pa.—J. C. Tanger Hardware Co.'s warehouse was destroyed by fire.

Blue Hill, Neb.—McNeer's Hardware stock has been burned.

Lydia, Minn.—The Hardware store of John Dietrich has been burned. Loss, $3,000; insured for $1,200.

Pittsburgh, Pa.—H. D. Reiter, 249 Frankstown Avenue. Loss to building and stock through fire and water, $6,000. Fully insured.

Rochester, N. Y.—Fire, smoke and water have destroyed Hardware stock to the value of about $3,000 in Morris Greenwald's store at the corner of Joseph avenue and Pryor street.

Sedalia, Mo.—The Hardware store of F. Taylor Cain, 116 West Main Street, has been damaged to the extent of $1,000 by fire.

Burglaries in Hardware Stores.

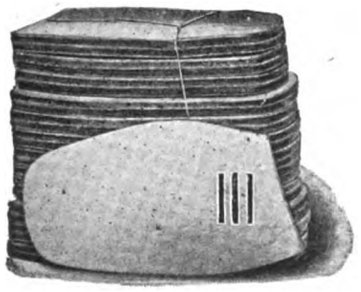
Albion, Mich.—Welling & Cressin, revolvers.

Fairbury, Neb.—John Thornton & Son, pocket knives, revolvers. $75.

Manawa, Wis.—E. G. Moore, guns.

Springfield, Mo.—St. Louis Hardware Co., pocket cutlery, revolvers, etc. Amount not stated.

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THREE-BAR LEATHER
shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston

Newfoundland's Wonderful Iron Mines.

"What the gold reefs of Johannesburg are to the Transvaal the Wabana iron beds are to Newfoundland," says the New York *Tribune*. "They form immense deposits of rich red hematite ore, three miles long and several hundred feet wide, and showing 34,000,000 tons in sight above the water. The beds dip downward at an angle of eight degrees, and it is believed that they extend below the sea in practically unlimited quantity, though what is now in sight will suffice for a generation's work. To all intents and purposes the mine is open quarry. The ore is got at by chopping off a surface covering of earth and rock and then loosening the hematite with charges of dynamite.

"The deposit is one of nature's freaks. It is a perfect reproduction of a tiled floor. Countless millions of cubes of mineral are laid out with rectangular precision, following the trend of the stratification, and these seem to have been cemented and forced together by some giant machinery in prehistoric days. Layer upon layer of these cubes is seen in a vertical section of the mine, and the lines of cleavage are as clearly defined and the general arrangement is as perfect as a child's box of blocks. The only difference is that one cannot lift out one of these mineral cubes with the fingers but a charge of dynamite fixed in a portion of the deposit by a steam drill shatters it for an area of many feet in every direction, and separates the solid mass into its thousands of little bricks, each about three inches square and as perfect in alignment as if produced by an artist. No mining, in the customary sense, is needed. The deposit lies open to the sun, and all the work involved is the loosening of successive sections and the gathering up of the fragments, which is done by men shoveling them into ore cars, which run on a light cable railway to a pier on the seashore.

"The mine occupies the northern end of the island, and hard by is a sheltered cove, where a pier has been built whence 10,000 tons of ore may be loaded in a day. The laden cars run down an incline by gravity and are upset automatically, their contents falling into one of ten pockets constructed in the interior of the pier. Each pocket takes 1,000 tons, and can be emptied into a steamer's hold in ten minutes. Two ships a day can be loaded there when business is brisk. The output for seven months last year was 310,000 tons. From 1,000 to 1,500 men are employed this year, as the output is to be trebled, and to do that the force of employes will have to be still further augmented. For years the surface workings will continue, and even when regular underground mining is required there will be none of the deep descents associated with coal and copper mines.

"The ease of working and the proximity to tidewater make this deposit one of the most advantageous from an economic industrial point of view that capitalists could possess. The cost of mining the ore and putting it on shipboard is but 25 cents a ton, and the freight to Canada only 25 cents more. 50 cents being charged for its conveyance to Europe or the United States. It is in great demand in Germany, where ironmasters work it in very conveniently with poorer ores and large quantities of it are also absorbed at Philadelphia and Baltimore. The price at which it sells there yields the owners of the Wabana mine a profit of $1 a ton, and as contracts for the delivery of 500,000 tons have been signed for this season it is very easy to see that there is a handsome dividend in it for the shrewd capitalists who control it."

THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK and SPRING



"The Ogden Check" in Brief is

The only check that controls the door entirely.
The simplest and strongest check made.
Easily applied by anyone of ordinary intelligence.
Refilled with liquid, when necessary, through the filling chamber without removing from the door.
Positively regulated under all conditions and cannot leak.

SIMPLICITY SIMPLIFIED.

MANUFACTURED BY
THE OGDEN MFG. CO., NEWARK, N. J., U. S. A.

REISCH'S
EMERY-WHEEL
Tool Grinder.
Foot Power.



Two Wheels, with Chain Attachments.

Sharpens or Polishes Anything.

Four Feet High.
Wheel, 6x1 Inches.

Fitted with Coarse Emery, Fine Emery, Quartz, Oil Stone or Grindstone Wheel—Our Own Make. Retails for $8.00. Liberal Discounts to Dealers. Sent on Ten Days' Trial.

Buffalo Emery Wheel COMPANY,
30 Lock Street,
Buffalo, N. Y.

No. 2.

Mrs. Vrooman's PATENT SANITARY Sink Strainer.



Modern Kitchen Necessity.
Best on the Market.
Utility Self-Evident.
Ready Seller.
Should be handled by all dealers in House Furnishing Goods



—MANUFACTURED ONLY BY—
F. H. & E. B. VROOMAN, 225 Dearborn Street, ... CHICAGO.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Adrian, Mich.—The American Screen Door Co. has been incorporated with a capital stock of $20,000.

Binghamton, N. Y.—The Gilbert Sled Factory, which went into the hands of a receiver, has resumed business at Bainbridge under a new management. The company has been incorporated and capitalized at $15,000, and is composed of F. E. Gilbert, Frank Lyon and William Carl. Mr. Gilbert is president and Mr. Lyon secretary and treasurer.

Cleveland, O.—The Universal Bolt & Nut Lock Co. has been incorporated. Manufacturing a novelty and nut lock. Capital, $50,000. Incorporators: H. C. Jordan, E. W. Rader, H. Randolph, A. J. McIntosh, C. M. Harris.

Depew, N. Y.—A new knife and cutlery works has been opened at this place by Michael Dobbins.

Little Valley, N. Y.—The factory for the Korn Razor Mfg. Co. is being rapidly built by the contractors, Charles Swanson & Co., and will be ready for occupancy shortly after the first of September.

Lynchburg, Va.—The last step in the reorganization of the Lynchburg Hardware Mfg. Co., under the name of the Lynchburg Lock Works, has been taken by the election of W. R. Winfree as secretary and treasurer.

New Philadelphia, O.—The Ohio Stove Pipe & Mfg. Co. has been incorporated, with a capital of $25,000.

Paterson, N. J.—A certificate of incorporation has been filed with the County Clerk, wherein it was set forth that the Fischer Mfg. Co. will begin the manufacture of novelties and household articles at 30 Dale Avenue. The incorporators are Frank, August and William Fischer, Sr., with an authorized capitalization of $50,000.

Richmond, Ind.—The Richmond Post Co. has been incorporated. Manufacturing fence posts. Capital, $50,000. Incorporators: R. C. Smith, R. A. Benton, A. G. Murray and R. E. Kirkman, all of Richmond.

Rochester, N. Y.—The Rochester Sash Lock Co. has been organized in this city, with a capital stock of $100,000, for the manufacture of the well-known automatic steel sash lock. The lock is adapted to any form of window and is especially well suited to railroad car windows. The officers of the new company, which will manufacture the device in this city, are: George A. Archer, president; L. D. Perrin, vice-president; Peter A. Vay, secretary; Natt Squier, general sales agent. The main offices of the company will be in the Cutler building.

Troy, N. Y.—The Troy Mantel & Grate Co. have filed with the secretary of state a certificate of incorporation. It is organized with a capital of $30,000. It will manufacture and deal in mantels, grates, tile, gas and electric fixtures. The directors are George S. Emerson of Lansingburg, Harriet A. Emerson of Lansingburg, and Charles D. McCarthy of Troy.

Youngstown, O.—The Youngstown Range & Stove Co. have begun operations. The building for which ground was broken less than five months ago is a three-story structure, 50x100 feet, and is equipped with the very latest and most approved machinery for the manufacture of stoves and ranges. John O. Pew, who is the president and general manager of the concern, states that the plant will employ a force of 35 or 40 men and will have a capacity of turning out 20 finished ranges a day. The officers of the company are John O. Pew, president and general manager; Mason Evans, secretary and treasurer; R. J. Pierce, superintendent; L. E. Cochran, G. M. McKelvey, J. P. Kennedy and John O. Pew, directors.

Changes and Improvements.

Athol, Mass.—The new Gay & Ward building is now completed and is said to be the largest structure in the world used exclusively for the manufacture of milling cutters and small tools. The main building is three stories, 140x65 feet, with a two-story annex of 60x55 feet.

Big Rapids, Mich.—A meeting of the directors of the Michigan Heater Co., Detroit, and the Parlor Furnace Co., of this city, for consolidation, was held recently. Officers were elected as follows: President, H. D. Kellar, Detroit; vice-president, Ed. C. Morris, Big Rapids; secretary, T. E. Robinson, Detroit; treasurer, M. E. Darrah, Big Rapids; directors, N. J. Robinson, M. I. Kellar, Ed J. Marsh, Dr. W. T. Dodge. A large building will be constructed immediately on the east side and as soon as completed from 50 to 60 men will be employed. The consolidated company is to be known as the Michigan Heater Co., and will start in with a paid up stock of $30,000.

Cambridge City, Ind.—The National Drill Co. of Dublin, which is about to remove its plant here, is working on its large brick building with quite a number of hands. The industry is quite an addition to this place. It will employ from fifty to seventy-five people.

Chicago, Ill.—The Maryland Foundry & Machine Co. has increased its capital stock from $50,000 to $75,000.

Harrisburg, Pa.—It is stated that the Chesapeake Nail Factory will resume operations about September 1 and at that time a number of new machines will be put into use. The factory, which suspended some time ago at Georgetown, this State, is being dismantled and some of the machinery, which has been used but a comparatively short time, has been brought to this city.

Muncie, Ind.—Kitselman Brothers, who own the wire fence factory at Ridgeville, and who erected buildings in Muncie to be occupied as a factory after they had removed the plant from Ridgeville, have commenced to bring their office furniture to this city. The machinery of the factory will be removed immediately afterwards. Within two months the plant in Muncie will be in running order.

Recent Embarrassments.

Adrian, Mich.—The Page Fence Co. has gone into the hands of a receiver. The plant at Monessen, Pa., will also be in charge of the receiver.

Cincinnati, O.—H. J. Cordesman, who has been doing business as the Cordesman Machine Co., makers of machine tools, has filed a deed of assignment in the Insolvency Court, making T. A. Bruhl his assignee. The assets are about $25,000 and the liabilities the same.

New York, N. Y.—The Vibration-Proof Nut Co., 61 Cortlandt Street, has made an assignment.

Recent Fires.

Alexandria, Ind.—The entire plant of the **Kelly Axe Mfg. Co., valued at $800.000. was** destroyed by fire August 19. It was the **largest axe factory in the world. employing** about a thousand men when running at full force. W. O. Kelly, president of the company, who formerly owned a factory in Louisville, removed to this city in 1883. The company went into the hands of a receiver three years later. The factory was north of the city, outside the corporation, and the Fire Department could not give any assistance. The fire cut off the water supply of the factory and left no means of fighting the flames.

Corning, N. Y.—The Corning stove works, of which G. W. Drake is president and L. D. Streeter vice-president, has suffered from fire. The damage is $5,000; fully insured.

East Highgate, Vt.—Fire broke out in the paint shop of O. S. Rixford's axe factory recently, but within an hour it was extinguished. The building was not much harmed. The water did considerable damage to a large amount of finished stock, including several hundred axes and scythes.

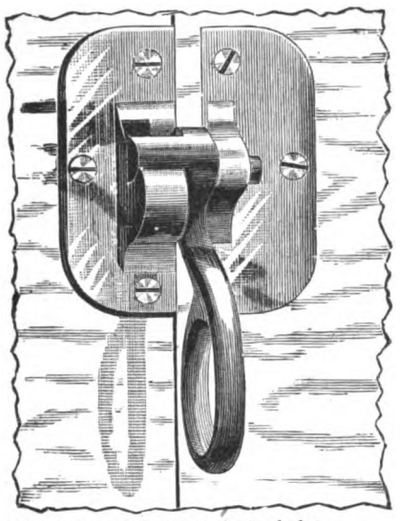
Miscellaneous.

Terryville, Conn.—At the annual meeting of the stockholders of the Eagle Lock Co. the board of directors for the ensuing year were chosen as follows: M. C. Ogden, of Brooklyn, N. Y.; R. J. Plumb, of Terryville; R. H. Laimbeer, of New York; H. B. Plumb, of Brooklyn, N. Y.; J. A. Carter, of Geneva, Ohio; H. L. Balch, of Brooklyn, N. Y., and F. L. Wilcox, of New York. Subsequently the directors elected the following officers: President, M. C. Ogden; treasurer, R. J. Plumb; secretary, H. B. Plumb.

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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.

Do You...

Want to know everything possible about anything?
Want to write an article on a special subject?
Want to save time, hard work, wearying research?
Want to save money?
Want to compile a scrap-book on a special subject—scientific, dramatic, biographic, political, social, financial, commercial, historic, economic, or otherwise?
Want to prepare a response to a toast; speech in a debating club or elsewhere; paper or essay in a literary club, or anything of that nature?
Want to know anything that is said of you, or any one else in print or pictures?
Want to keep yourself up to date in anything?
The easiest, surest, quickest, most economical and perfect way is to secure the services of

The 20th Century Press Clipping Bureau,

New York Life Building,
CHICAGO.

Send for Booklet.

TABOR STOP MOTION COUNTER.

You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .



Send $1 for Sample.

Liberal Discount to the trade. Ask your dealer for it.

The Tabor Revolution Counter,

Elizabeth, N. J.

OILERS.

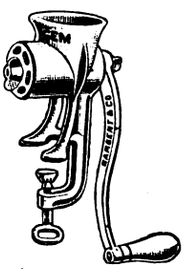
"PERFECT" 25c. "GEM" 5c.

"LEADER" 10c. "STAR" 10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N.Y.

It Won't Chop Wood



but Sargent's Gem Food Chopper will chop raw meat, cooked meat, vegetables of all kinds, fruit, crackers, bread, eggs, cheese, nuts, figs and other foods, and

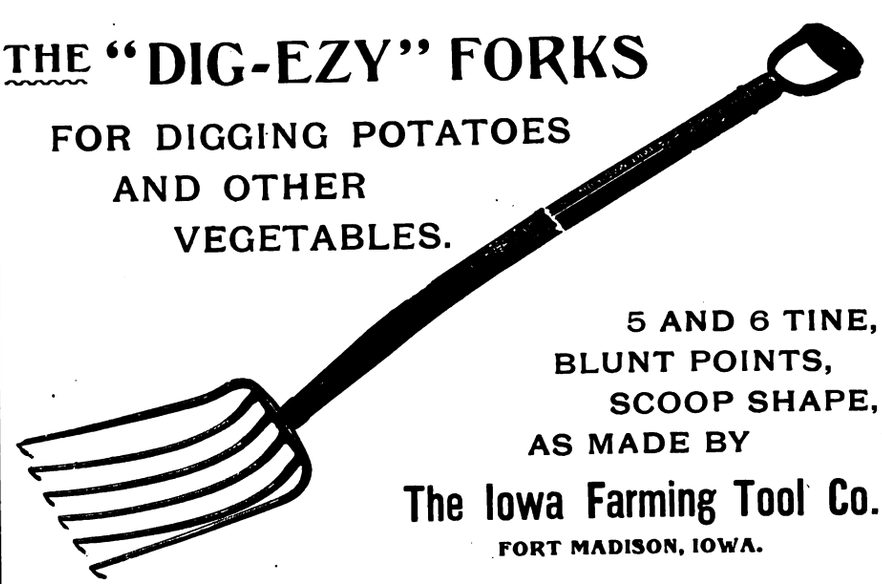
It Will Chop

them all rapidly, easily, coarse or fine, in uniform pieces, without mashing, squeezing, tearing or grinding.

SARGENT & COMPANY,
Manufacturers,
New York, New Haven, Conn., Philadelphia and Boston.

THE "DIG-EZY" FORKS

FOR DIGGING POTATOES AND OTHER VEGETABLES.



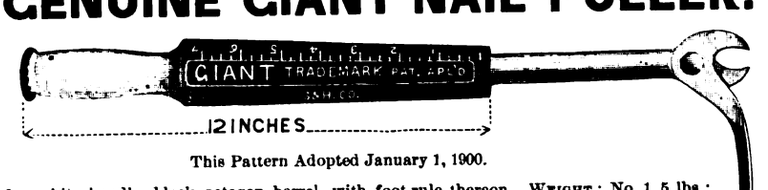
5 AND 6 TINE,
BLUNT POINTS,
SCOOP SHAPE,
AS MADE BY

The Iowa Farming Tool Co.

FORT MADISON, IOWA.

THE GENUINE GIANT NAIL PULLER.

Imitated by Many. Equaled by None.



This Pattern Adopted January 1, 1900.

and consists of a white handle, black octagon barrel, with foot-rule thereon. WEIGHT: No. 1, 5 lbs.; No. 1½, 4 lbs.; No. 2, 3 lbs. All genuine Giant Pullers have the word GIANT on the rammer.

We manufacture a large line of Hardware Specialties. Write for New Catalogue and Prices

SMITH & HEMENWAY CO., 296 Broadway, New York.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description;

and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Akron, Ohio.—The Akron Bicycle Buggy Co. has been incorporated, with $100,000 capital, to do a general automobile business. Incorporators: F. E. Smith, D. F. Ryan, O. C. Few, F. Seiberling and W. W. Morrison, all of Akron.

Auburn, N. Y.—A company has been formed under the name of the Auburn Ball Bearing Co., with the following officers: President, Mark D. Knowlton, Rochester; vice-president, Fred H. Wiggins; secretary, Harry G. Latimer; treasurer, John E. Myer.

Binghamton, N. Y.—Eureka Cycle Co., 4 Main Street, repairing.

Buffalo, N. Y.—The Kelsey Co. has been incorporated, with $25,000 capital, to deal in cycle parts and supplies. Directors: Charles E. Kelsey, C. L. Kelsey and Emma E. Blood, all of Buffalo.

Carolina, R. I.—H. L. Barber, repairing.

Dover, Del.—The Victor P. De Knight Gun Co., of Washington, D. C., has been incorporated here, with a capital stock of $1,000,000.

Hudson, Mich.—E. H. Tullis, repairing.

Kittery, Me.—Charles Adams, repairing.

Middletown, Conn.—The New York Motor Vehicle Co., capitalized at $500,000, is to occupy the Worcester Cycle factory, and will manufacture only motor vehicles. The principal design is of French invention and the motive power steam. The factory will be equipped for running to its full capacity. It is planned to have the factory ready for occupancy about September 1.

New Britain, Conn.—The representative of a Springfield (Mass.) concern visited this town recently looking for a site for a factory for the manufacture of bicycles and Hardware.

North Constantia, N. Y.—Charles Cottet.

Owego, N. Y.—M. H. Gaskill, 88 North Avenue, repairing.

Philadelphia, Pa.—The Hammer Coaster Brake Co. has been incorporated, with $10,000 capital.

Portland, Me.—The Standard Spoke & Nipple Co. has been incorporated to manufacture and deal in spokes, etc., for bicycles. Capital, $1,200,000. Incorporators: G. H. Gilman, G. J. Capewell and G. J. Capewell, Jr., all of Hartford, Conn.; B. S. Keefer, of Millertown, and J. H. Drummond, Jr., of Portland.

Raymond, N. H.—Waldo Glidden, repairing.

Romeo, Mich.—John S. Newberry, Main Street.

Shelburne Falls, Mass.—The Bickel Mfg. Co. is nearly ready to begin the manufacture of its improved bicycle pedals and wrenches. A large part of the machinery has been installed, and as soon as a motor arrives to furnish power a force of men will be set at work.

St. Catherines, Canada.—The Hamnott Mfg. Co. is about to establish a plant for the manufacture of bicycles at this place. The Council has granted the new enterprise a bonus of $15,000 and a loan of $10,000, payable in fifteen years.

West Townsend, Vt.—N. W. Wood & Son, Page Building, repairing.

Syracuse, N. Y.—There will be two large automobile factories operating in Syracuse this Fall. E. C. Stearns, besides building automobiles at the old Barnes plant as a branch of the Anglo-American Rapid Vehicle Co., will have another factory for building automobiles. Syracuse will within the year, he promises, hold as decided a supremacy in New York State in automobile production as it has held in bicycle production.

York, Pa.—The articles of association for the York Check-Rein Hook Co., Ltd., capital stock $2,000, have been filed in the office of Recorder Bowman for record. The company is composed of Lee S. Stoner, A. G. Galbreath, F. C. Uffleman, R. G. Andrews and Cornelius M. Fulton. The officers are Cornelius M. Fulton, chairman, and Lee S. Stoner, treasurer and secretary.

Changes and Improvements.

Bay City, Mich.—Papers have been executed which transferred to the Ayers Mfg. Co., of San Francisco, the Munn machine shop, for the purpose of starting a factory for the building of various kinds of automobiles under inventions of W. F. Ayers. The work of remodeling the shop will begin at once.

Birmingham, Ala.—The Alabama Cycle Co. has removed to 127 South Twentieth Street.

Buffalo, N. Y.—At the recent meeting of the Cycle Trades Protective Association W. M. Lewis, of the Wisconsin Wheel Works, and W. G. Gates, of the Baldwin Cycle Chain Co., were elected trustees, vice Messrs. Manson and Andrae, resigned.

Buffalo, N. Y.—The E. R. Thomas Motor Co. is rapidly getting its motorcycles into shape for marketing. Among other things, it has just adopted the name "Autocrat" for the line.

Cleveland, Ohio.—The Buckeye Rubber Co., of Akron, has filed a mortgage for $200,000 to the Central Trust Co., of New York. It was given to secure a bond issue of $200,000. The bonds mature in ten years and draw interest at the rate of 6 per cent. per annum. It is provided in the mortgage that $100,000 shall be used for the erection of the new plant of the company at East Akron. The balance of the issue is to be held to provide the means of building additions.

Derby, Conn.—The Howard & Barber Co. is closing its bicycle department.

Des Moines, Iowa.—W. Wenneberg succeeds Wenneberg & Jones.

Great Falls, Mont.—Bennett & Hirsch have dissolved.

Hagerstown, Md.—This place is interested in the report that the trust has decided to have the Crawford factory turn out 50,000 bicycles during the coming season.

Kenosha, Wis.—The trust's factory, the Sterling plant, was closed for all time recently, the closing of the Sterling marking the end of the history of Kenosha as a bicycle manufacturing town. The machinery of the plant will probably be shipped to Chicago, where the Sterling bicycle possibly may be made by the Western Wheel Works.

Westfield, Mass.—The manufacture of Cleveland bicycles will doubtless next year be concentrated at this place. Information to that effect is said to have been received at the Toledo factory, and matters are being quietly arranged for the removal of the machinery, etc.

York, Pa.—H. Yost has removed to 3 Edgar Street.

Recent Embarrassments.

Amesbury, Mass.—George L. Knights has filed a petition in bankruptcy. Liabilities, $1,485.67; assets, nominal.

Brockton, Mass.—B. D. Bishop has filed a petition in bankruptcy. Liabilities, $877; assets, $241.

Haverhill, Mass.—F. D. Fernald has filed a bankruptcy petition. Liabilities, $4,176.29; assets, $2,250.

South Bend, Ind.—Roberts & Rost have had a receiver appointed.

Washington, D. C.—Robert C. Jones & Co., 513 Ninth Street, have assigned. Liabilities, $2,845.28; assets, $1,042.76.

Wauwatosa, Wis.—W. J. Potter has filed a petition in bankruptcy.

Recent Fires.

Albany, N. Y.—E. A. Norris, 325 Central Avenue.

Buffalo, N. Y.—G. A. Hosmer & Co., manufacturers of bicycle cement, had one of their warehouses destroyed by fire recently; but, as it was separate from the main building, business will be continued as usual. Rebuilding of the burned premises has already been begun.

Chicago, Ill.—George Mason & Co., sporting goods dealers at 121-127 Dearborn Street, have suffered from fire.

Greenville, Miss.—H. C. Graham, mainly water damage.

McMinnville, Ore.—Fred Hibbs. Loss, $1,600; insurance, $800.

Recent Burglaries.

Niagara Falls, N. Y.—W. H. Davey, First Street. Money drawer robbed of $5.

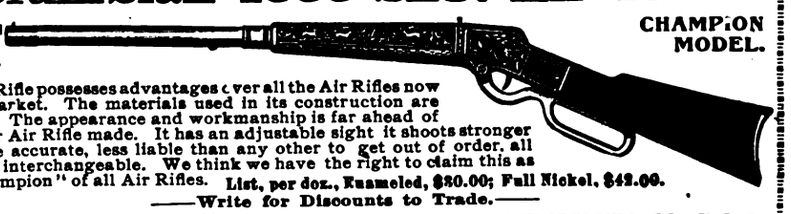
Wichita, Kan.—Lisbon Bros., Douglas and Lawrence Avenues. Two bicycles stolen.

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Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. **List, per doz., Enameled, $30.00; Full Nickel, $42.00.**

——Write for Discounts to Trade.——

WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

CLEVELAND GALVANIZING WORKS, - - Cleveland, Ohio.



MANUFACTURERS OF

White Metal Pattern Letters and Figures.

PUMP CHAIN, RUBBER BUCKETS

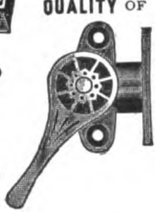
Lightning Rod Fixtures.

General Galvanizing and Job Machine Work. *. . Established 1886. .*

THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



Made in three sizes and all finishes. . . . . .

Catalogue on Application.

The Champion Safety Lock Co.,

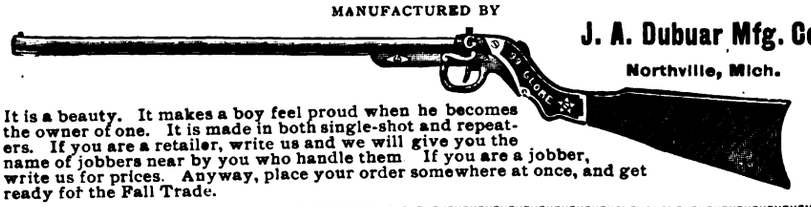
CLEVELAND, OHIO.

THE GLOBE AIR RIFLE,

MANUFACTURED BY

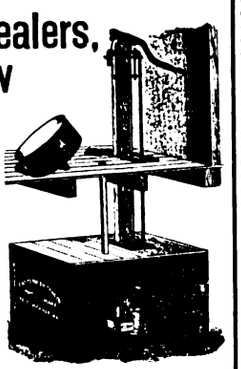
J. A. Dubuar Mfg. Co.

Northville, Mich.



It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.

Hardware Dealers, Do You Know



That if you are in need of a Self measuring Oil Tank, you will save big money by purchasing the **Best, Simplest** and **Cheapest,**

"The Eastern."

Send for catalogue, containing price and points of merit.

All Outfits Warranted.

Eastern Oil-Tank Co.

146 Fletcher St., Lowell, Mass.



Something New.

GALVANIZED IRON SUCTION PUMP.

CLEAN, STRONG, DURABLE.

Adapted for either Cased, Driven or Open Wells.

This is rapidly taking the place of wood pumps, and is a winner in the export trade.

Write for Price-List and Catalogue of this and other Pumps.

TORRENT PUMP CO., CLEVELAND, O., U. S. A.

Gasoline Motors,

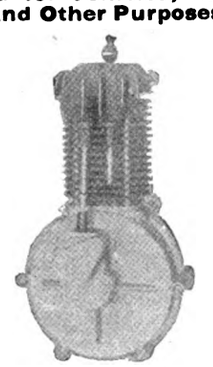
One to Seven H. P.

Single and Double-Cylinder Motors,

Air-Cooled and Water-Jacketed.

Adapted for Vehicles, Launches and Other Purposes.

ADVANCE



BICYCLE MOTOR.

Also Complete Sets of Castings and Working Drawings for Constructing these Motors.

Lowell Model Works

LOWELL, MASS.

Box 292.

SOMETHING NEW!

Mould and Ladle, Combined,

For Casting Vise Jaws.

Also made for Casting Soft Hammers.



Price, complete, with One Pair Jaws for 4-inch Vise, $1.50.

CHARLES H. FIELD, 113 Point Street, **Providence, R. I.**

BROWN'S WINDOW LOCK



HOLDS and LOCKS the Sash at ANY Point. CANNOT BREAK or WEAR OUT. A Substitute for WEIGHTS. Any one can Put it On.

S. A. BROWN,

385 Washington Street, BUFFALO, N. Y.

SIGNS ENAMELED STEEL SIGNS for Transfer Wagons, Street Name Plates, etc.

PORCELAIN ENAMELED LETTERS

For Window Signs and House Numbers, Enameled Door and Number Plates for Public Institutions, Offices, Hotels, Boats, etc.

Catalogue and Discount Rate to Dealers.

A. V. TAYLOR & CO., Enamelers,

CINCINNATI, OHIO.

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500 SENATE — INDIANAPOLIS, IND.

RIVETS and WIRE NAILS.



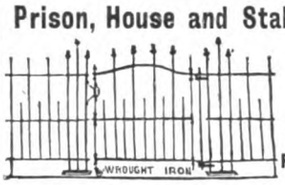
C. C. & E. P. TOWNSEND,
New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
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Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

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PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

HARDWARE SALESMEN.—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address STAPLE, care HARDWARE, 275 Broadway, New York. 97

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

SALESMEN to sell a fine line of goods to Hardware and implement trade. Big commissions. ULRICH MFG. CO., 112 River Street, Rock Falls, Ill.

TRAVELING SALESMAN—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York 52

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

WANTED.—Services of a first-class, thoroughly competent traveling representative, with an established trade, are desired by a large jobbing house to represent their interests in northwestern Pennsylvania. Desirable connections can be made with the right man. In making application, specify exact territory that has been covered in the past, length of experience on the road, etc. Address TREASURER, care HARDWARE, 275 Broadway, New York. 104

Situations Wanted.

BUILDERS' HARDWARE.—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

EXPERIENCED MANAGER, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address J. H. G., care HARDWARE, 275 Broadway, New York. 117

ENERGETIC YOUNG MAN, having four years' experience as a salesman and manager in the business, desires a position in a retail or wholesale house in city. Best of references as to character, ability and habits. Will start on moderate salary. Address PERMANENT, care HARDWARE, 275 Broadway, New York. B

GENERAL MANAGER.—A middle aged German-American desires a position where ability in buying, selling, correspondence, bookkeeping and general management will be appreciated. A1 references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

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Situations Wanted.

HARDWARE SALESMAN.—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE CLERK.—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

OFFICE ASSISTANT.—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, $6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

SALESMAN.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

SPANISH TRANSLATIONS and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

STORE OR ROAD SALESMAN.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

SALESMAN, now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

SUPERINTENDENT.—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

WANTED, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville N. C. 111

YOUNG MAN, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE 275 Broadway, New York. 110

Agencies Wanted.

ATTENTION, MANUFACTURERS.—For Sweden, Denmark and general export from Hamburg I desire the exclusive control and sale for above markets. Office at Hamburg from the first of January, 1901. Have been calling personally and very successfully on the leading Hardware jobbers in Sweden and Denmark since 1892, three times yearly, for Birmingham, and later for American Hardware merchants. Best references at hand. Thorough knowledge of the Hardware trade. Address H. HELSSEN, 22 Bismarckstrasse, Hamburg, Germany. 90

AN EXPERIENCED HARDWAREMAN, now representing a first-class house for the United States, would like to add some accounts in Hardware, tools or cutlery. Twenty years' experience on the road. First-class references. Address B. H., care HARDWARE, 275 Broadway, New York. 106

GOUPILLE & CO., merchants, Port Louis, Mauritius. Insurance, ship owners and manufacturers' agents; solicit agencies from Hardware and drysalteries manufacturers. Codes used A B C, A1, Watkins and Scott's Private.

To Rent.

THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

Agents Wanted.

TO SELL THE "NULITE," our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

WE GIVE exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

MANUFACTURERS' AGENTS or traveling salesmen to handle our goods. Must give good references. Write for particulars. LLOYD MFG. CO., Minneapolis, Minn. 113

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 50 x 70, 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

RETAIL AND JOBBING HARDWARE BUSINESS in complete running order. An opportunity that seldom comes on the market. Capital chance given if bought immediately. Address GRISWOLD, MALONEY & CO., Elmira, N. Y. 114

Wanted to Purchase

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

Agency Wanted.

MANUFACTURER'S AGENT, of over 20 years' experience in London, would be glad to arrange terms with a few leading manufacturers desirous of placing their goods on the English market, and of securing efficient representation in the United Kingdom. Apply AGENT, care Laffan News Bureau, 1 Arundel Street, Strand, London, W. C.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

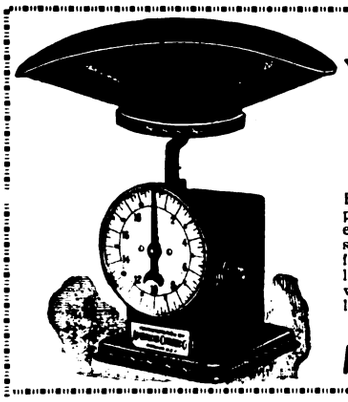
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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING

Mention "Hardware."



IMPROVED
YOUNG AMERICA SCALE.

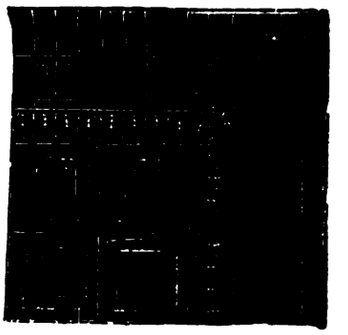
It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

MANUFACTURED BY
AMERICAN CUTLERY CO., Chicago, Ill.

Ornamental
Steel Ceiling and Side Wall



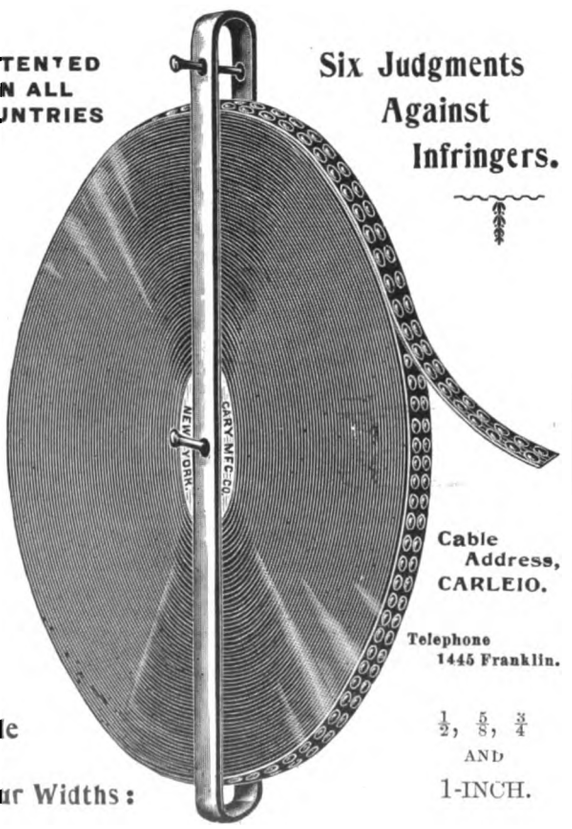
FOR interior finish is most desirable on account of its durability, lasting qualities, beauty and architectural effect. Ours are the best, because they are perfect in construction, joints tight-fitting, alignment straight and regular, and easy to put up. Detailed drawings, showing application, sent with every order. Write for catalogue and particulars.

The Canton Steel Roofing Co.
Manufacturers,
CANTON, OHIO.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: ½, ⅝, ¾ AND 1-INCH.

CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

ALL THE NEWS. HARDWARE HARDWARE EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

It has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

. . . PUBLISHED BY . . .

THE HARDWARE PUBLISHING CO.,
275 Broadway, New York.

PRICE $1.00 PER YEAR FOR 24 ISSUES.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters " , Railroad " — 50%

Ammunition—

CAPS, PERCUSSION—per 1000—

U. M. C. Co., trimmed edge	40c
U. M. C. Co., ground edge, heavy	50c
Musket, Waterproof, 1-10's	60c
G. D	85c

CARTRIDGES—

Rim Fire Cartridges	50%
Rim Fire Military	15%
Cent. Fire, Pistol and Rifle	25&5%
Cent. Fire, Military and Sporting	15&5%
Blank Cartridges, 22 cal	10&5%
Blank Cartridges, 32 cal	10&5%
Primed Shells and Bullets	15&5%
B. B. Caps, Round Ball	25&10%
B. B. Caps, Con. Ball, Swgd	net

PRIMERS—

Berdan Primers	5%
B. L. Caps (for Sturtevant Shells)	5%
All other Primers	10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge	25%
First quality, 14, 16 and 20 gauge, $7.50	20%
New Club, New Rival and Climax brands, 10 and 12 gauge	33⅓%
Primrose Club	15%
Nitro	15%
High Ball	15%
Smokeless	33⅓&10%
Acme	33⅓&10%
Brass Shot Shells, 1st quality	60%
Brass Shot Shells, Club, Rival and Climax	65%

SHELLS, LOADED—

" New Club," Black Powder	40&5%
" New Rival," Black Powder	40&5%
" Smokeless " Nitro Powder,	40&10&10&5%
" Acme," Dense Nitro Powder,	40&10&10&5%
" Trap," Nitro Powder	40&10&10&5%

GUN WADS—per 1000—

B. E., 11 up	$ .60	20%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

SHOT—

Tatham Bros., List June 11, 1900: per bag	
Drop Shot, sizes smaller than B, 25-lb bags	$1.40
Drop Shot, sizes smaller than B, 5-lb bags	.35
Drop Shot, B and larger sizes, 25-lb bags	1.65
Drop Shot, B and larger sizes, 5 lb bags	.40
Buck Shot, 25-lb bags	1.65
Buck Shot, 5 lb bags	.40
Chilled Shot, 25-lb bags	1.65
Chilled Shot, 5-lb bags	.40
Dust Shot, 25-lb bags	2.10
Dust Shot, 5-lb bags	.50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	Each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00
Discounts on application.	

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 80 Calibre Smokeless Rifle Powder, per lb	1.25
Discounts on application.	

Animal Pokes—

Iowa Farming Tool Co.:	per doz.
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire	50&10%
Burton's	50&10%
Gem	60%
Steel Drive	40%
Kohler's:	per gro.
Invisible, No. 3	$6.00
Perfect, No. 2	7.00
Bolt Holder, No. 1	9.00

Anvils—

American "Horse-Shoe"	9¾c
Armitage's Mouse Hole	9¼c
Cincinnati	25&10%
Eagle Anvils, per lb 9c	15@15&5%
Hay Budden, Wrought	8¾c
Peter Wright's	9¾@10¼c
Samson	40&10%
Trenton	8c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise	40%
Holt's	40@40&10%
Millers Falls (with drill), $18.00	15%

Augers and Bits—

Boring Machine	60@60&10%
Com. Auger Bits	60@60&10%
Cooks:	
Augers	50@50&10%
Augers, Millwrights	45%
Auger Bits	50@50&10&5%
Car Bits	45%
Forstner Pat. Bits	25%
C. E. Jennings & Co.:	
Double Spur pattern car, No. 80	50%
Nobles Double Spur, No. 82	50&10%
No. 10 Extension Lip	40%
No. 10 Extension Lip Car Bit	40%
Car Bits, No. 10	40%
Car Bits, No. 80	50%
Ring Augers	70%
Jennings' Pattern	50&10%
Job T. Pugh's, Black	20%
Job T. Pugh's, Jennings Pat	35%
Snell's Ship Auger Pattern Car Bits	30&10%
Swan's:	
Jenning's Pattern Auger Bits	60%
Jenning's Pattern Car	40%
Jenning's Pattern Machine	25%
Russell Jennings' Augers and Bits,	25&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable, No. 4, $24.00,	25@25&10%
Cincinnati Nos. 1, 2 and 3	25&10%
Douglass'	25&10%
Ives	25&10%
Millers Falls, Goodell	15&7½%
Swan's	40%
Universal, each $4.50	20%

EXPANSIVE BITS—

C. E. Jennings & Co	33⅓%
Clark's small, $18	50&10%
Clark's large, $26	50&10%
Ives' Model, per doz. $60	50%
Swan's	50&10%

DOUBLE CUT GIMLET BITS—

Common	40&10@50%
Mayhew's Diamond per doz. $1.25	40%
Swan's	40%
C. E. Jennings & Co	45%
Ladds	60&10%
Mayhew's	40&10%
Snell's	40&10%
Snell's Bell Hangers	50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood,	40&10%
for metal,	60%
Cleveland Wood Bits for Brace	50&10%
Detroit	60%
K. & F.	60&10%
Morse	50&10%
Swan's, for wood	40&10%
Syracuse, for wood	40%

TWIST DRILLS—

Cleveland	60&10%
K. & F. Straight Shank	60&10%
Morse Straight Shank	50&10%
New Process	60&10%
Standard	60&10%
Standard Oil Tube Drills	15%
Syracuse	60&10%
W. & B. Diamond	60&5@60&10%
W. & B. Universal Self-Oiling	10%

SHIP AUGERS AND BITS—

L'Hommedieu's	15@15&10%
Snell's	30&10%
Watrous'	33⅓%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad	40&10%
Handled Scratch	40&10%
Patent Peg	50%
Sewing, Com	88c@$1.00
Shouldered Peg	50%
Shouldered Brad	50%
Socket Scratch per doz	$1.00
Stanley Rule & Level:	
Handled Brad	30&10%
Patent Pegging	50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10, per doz. $7.50; No. 20, per doz. $10	60%
Brad Sets: No. 42, $10.50; No. 45, $12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18.	15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	33⅓%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50	30&10%

Axes—

First quality, best brands	$6.50@7.00
First quality, other brands	6.00@6.50
Beveled, add 25c. per doz.	

HATCHETS—

Hunt's, Underhill's or Blood's	40&10%
Peck's:	
Champion Blade	45%
Empire Brand	50&10%
Fayette R. Plumb:	
Broad, New List	33⅓&2½%
Lathing	33⅓&5%
Shingling	33⅓&5%
Warehouse	33⅓&5%
Vulcan Tool Co	40&5%
D. Simmons & Co.:	
Broad, Shingling and Claw, Lath, Hunters', etc.	50&5%
M. C. Ogden's:	
Broad	40%
Shingling, Claw, etc	50%
Handled	40&10%
Boys	50%

Axle Grease—

Dixons' "Everlasting":	
1-lb box	15
2-lb box	25
10-lb pail	$1.20
25-lb keg	2.75
50 lb keg	5.00

Balances—

Chatillon's:	
Light, Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Large Dial, Class D	30%

Balances, Sash—

Pullman's	50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National	30%

Beef Shavers—

Enterprise:	
Japanned, each, $6.50	25@30%
Tinned, each, $7.50	25@30%

Bells—

HAND—

Extra Heavy Brass	60&10%
Light Brass	65&10%
Eastlake	60&10%
Pure Bell Metal	55%
Globe (Cone's Patent)	35%
Silver Chime	35%
White Metal	65&5%

DOOR—

Trip, Gem	40%
Alarm, Abbe's	40%
Alarm, Yankee	50%
Gong, Abbe's	40%
Gong, Yankee	50%
Lever, R. & E. Mfg. Co.'s	50&10%
Multi-Stroke	40%
New Departure	45@50%

COW—

Common Wrought	70%
Kentucky	70@70&10%
Kentucky, Sargent's List	70%
Texas Star	50%
Western, Sargent's List	70%

Bellows—

Blacksmiths'	60@10&5%
Hand	25&10%
Moulders'	25&10%

Belting, Rubber—

Boston Belting Co.:	
"Boston"	50%
"Imperial," seamless, stitched	40%
Cleveland Rubber Co.:	
Buckeye	60&10%
Shield High Grade	50&10%
War. 2 XL	40%

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's Nos. 1 and 2, $3.00; No. 3, $3.00 ℔ doz.....25%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to ℔.....8½c
Standard, 500 ft. to ℔.....8½c
Manila, 600 ft. to ℔.....11½c
Pure Manila, 650 ft. to ℔.....12½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ℔ doz. $3.00.....33⅓%
Excelsior, ℔ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Forban's Improved Star Tenon ℔ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ℔ gr.....$15.00
Merriman's Iron Lever ℔ gr.....9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Washburne's Plate ℔ gr.....9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's.....60&10@70%
Hartz' Steel.....50@50&10%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c.....50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....66⅔@66⅔&15%
Wrought Square.....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list.....50@50&10%
Wr't Sunk Flush, Stanley's list.....45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50@50&15%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &C.—
Bolt Ends.....70@70&10%
Machine.....70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, 1 st June 1, '99.....80%
R. B. & W., $2.40 list.....70%
Sleigh Shoe.....50&10%

TIRE—
American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57½
Bay State, Fluted.....57½
Eagle Phila., list Feb. 26, '96....72½@
Norway, Phila., list Feb. 26, '96...70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—
Plow.....50&10%
R. B. & W. Plow.....50%
Stove, List Dec. 28, '99.....60%

MISCELLANEOUS—
Sink.....62½%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Bung.

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....25%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'	$2.75	$3.88
Jennings'	3.00	3.75
Millers Falls		7.50 15%
Snell's, Rice's Pat.	2.75	3.00

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.).....60@60&5%
Gen. Spofford's.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent.....75%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%
Window Screen Corner.....60&10%
Reading, Plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's.....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
I. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—
Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—
List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc.....60%@70&5%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....55%

Can Openers—

American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel..℔ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ doz., $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior,"...℔ doz., $6.00.....80%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ doz.....80c
Socket.....℔ doz., $1.75@$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co.:		℔ doz.
American Queen	Cyco-Bearing	$27.00
Crystal		33.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00

Lots of 5 dozen, $1.00 per doz. less.

Goshen Sweeper Co.:	New Prices ℔ doz.
Goshen Junior	$9.00
Eureka	12.50
Champion	17.00
Our Leader	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan	14.00
Banner, Broom Action, Japan	20.00
Banner, Broom-Action, Nickel	22.00
Reliable, Broom-Action, Japan	20.00
Reliable, Broom-Action, Nickel	22.00
Rapid, Broom Action, Japan	20.00
Rapid, Broom-Action, Nickel	22.00
Select, Broom Action, Japan	20.00
Select, Broom-Action, Nickel	22.00
Easy, Cam Action, Japan	20.00
Easy, Cam Action, Nickel	22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....66⅔%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50@50&5%
American Proof Coil, 1000-lb lots.

Inch.	Per lb.
3-16	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ℔ 100 lbs.

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain.....85%
Galvanized Pump Chain.....5½@6c
German Coil, list July 24, '97.60@50&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—
American.....35@40%
Niagara.....45@50%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Chain Guards—

Aluminum S. & N. Co.....50%

Chain Holsts—

Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby.....70%
C. E. Jennings & Co, No. 70.....20%
Jennings & Griffin Mfg. Co.....70%

TANGED AND MISCELLANEOUS—
Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5.00 to £
Tanged Firmers'.....40@40&10%

COLD CHISELS—
Good quality, ℔ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Patent, each, $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each, $7.00.....25%
Syracuse, Balz Patent.....30%
Skinner's Patent Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%
Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.....50&50&10%
Carriage Makers', Stearns'.....50@50&10%
Carriage Makers', P. S. & W. Co.40&10
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

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Cleaners, Sidewalk— ℔ doz

Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago.....Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ℔ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—

Norway Axle ..... 60&10&10%
Norway Spring Bar Clips ...60&10&10%
Superior Axle Clips ..... 60&10&10%

Coffee Mills—

Box and Side ..... 50@50&10%
Enterprise Mfg. Co. ..... 25@30
Logan & Strobridge Co. ..... net prices
National Specialty Mfg. Co. 30%
The Swift, Lane Bros. Co. 30%
Waddel's New Box Mills 10%
Ideal Brand, New List ..... 60@60&10%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses ..... 50&5%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension. 40%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%
Starrett's Fay's Patent Spring Calipers and Div. ..... 25&10%
Wright's 33⅓%

Coopers' Tools—

Bradley's 20%
Barton's ..... 20@20&5%
Beatty's 33⅓%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co. ..... 25&10@30&10%
Shaves, Cincinnati Tool Co. .15@15&10%

Corkscrews—

Detroit Cork-Screw Co 33⅓%
Howe Bros. & Hulbert 40%
Humason & Beckley Mfg. Co. 40&10%
Samson ..... ℔ doz $10.00
Williamson's 40%

Corn Hooks— ℔ doz

Kretsinger Cut Easy ..... $3.00 net

Corn Knives and Cutters—

Bradley's ..... net
Wadsworth's ..... net

Counter-inks—

Mayhew's Diamond 40%
Smith's ..... 2'
Snell's 50%
Wheeler's Patent ..... 50&10%

Crayons—

Sargent's List 20%
Dixons: ℔ gro.
Eclipse $3.75
Emerald 5.00
Oriole 5.00
Rainbow 2.81
Solid 7.50

Curry Combs—

Fitch's List, Nov. 20, '96 ..... 25&10%
Kohler's ..... 30@35%
New York Stamping Co. List, Sept. 17, '97 ..... 40%
Perfect 40%
Rubber, ℔ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cycle Hangers—

Lane's ..... 33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) ..... 40&10%
Pope & Stevens:
Brass 40%
Embossed ..... 80&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 50&10%
Home ..... 45&10@45&10&10%
Norton's 50%
Toler's 40%

Door Springs—

Champion (Coil) 50%
Gem (Coil), list Oct. '95 ..... 20%
Rubber, complete, ℔ doz. $5.50 .45@50%
Star (Coil), list Oct. '95 ..... 20&10%
Torrey's Rod, 39 in., ℔ gro. $15.00
Torrey's Rod, 43 in., ℔ gro. 42.00
Victor, Coil ..... 50&10%

Drawer Pulls—

Sargent's List 60%

Drawing Knives—

Adjustable Handle ..... 25@25&10%
Bradley's 85%
Douglass ..... 70&10%
Jennings & Griffin 66⅔%
Mix ..... 70&10%
Ohio Tool Co. ..... 70&10%
P. S. & W. ..... 70&10%
Witherby ..... 70&10%
Watrous ..... 30&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools 50%
Bench, Manneers 66⅔%
Blacksmiths' 60%
Breast, Bartholomew's ..... 25&10%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00. 15&10%
Clamp 20%
Ratchet, Billings' Double Acting. 33⅓%
Ratchet, Ingersoll's 25%
Ratchet, Merrill's ..... 20@20&5%
Ratchet, Moore's Triple Act ..... 25@30%
Ratchet, Fletcher's 40%
Ratchet, Whitney's 50%
Ratchet, Weston's ..... 20@25%
Stearns' Bench 30%
Upright, B. & P. 50%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00 ..... 33⅓%
Wilson's Drill Stocks 10%

TWIST DRILLS—

See Augers and Bits.

BLACKSMITHS'

Coe's 60%
Prentice 60%

Drug Mills—

National Specialty Mfg. Co 30%

Dust Beaters— ℔ doz.

Planet Mfg. Co., No. 1 ..... $3.00
Planet Mfg. Co., No. 2 ..... 4.00
Planet Mfg. Co., No. 3 ..... 5.00

Easy Lawn Swings— ℔ doz.

Ulrich Mfg. Co. $85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ℔ doz. 75 cts., ℔ gro. $7.50
Extra Family Size ..... ℔ doz. 2.00
Keystone 33⅓%
Spiral ..... ℔ gro. $4.25@$4.50
Standard Co.: ℔ gro.
Dover, No. 5 ..... $5.50
Dover, No. 10 ..... 7.00
Dover, Steel Handle, No. 10 ..... 7.00
Dover, Extra Heavy, No. 15 ..... 12.00
Rival 9.00

Emery—

Genuine Turkish Walpole Mills,
No. 6 to 46, ℔ lb. ..... 10c } 20%
No. 54 to 150, ℔ lb. ..... 10c }
Flour, ℔ lb. 8c

Enameline— ℔ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ℔ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Wostenholm's ..... $3.25..10%

Faucets—

Brass Globe Cocks ..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs ..... 50&10@60%
Red Cedar ..... 40@40&10%
Red Cedar, bbl. lots 50%
Frary's Pat. Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "Buckeye," Metal Key 40%
John Sommer's "Rochester," Metal Key 50%
John Sommer's "Rival," Metal Key. 50%
John Sommer's "Crescent," Metal Key ..... 50&10%
John Sommer's "Diamond," Lock ..40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined 60%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "Common," Cork Lined 70%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50&10%
Star ..... 60@60&5%

SELF MEASURING—

Enterprise ℔ doz. $36.00 ..... 40%
Lane's ℔ doz. $36.00 ..... 40&5@40&10%
National Specialty Mfg. Co. 33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 70&10%
Arcade 70%
Derby ..... 75&10%
Disston's 70%
Disston's Superfine ..... 25@30%
Eagle 70%
Economy ..... 75&10%
Great Western ..... 70&10%
Kearney & Foot ..... 70&10%
Nicholson 70%
Nicholson's X. F. Files ..... 30@25&10%
Royal 75
Second Quality Files ..... 80&10%
Tiger 75%
Victor ..... 75&10%

IMPORTED—

Stube ..... Stubs' list, 30@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%
Fitch's ..... 25&10%

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks ..... 40&5%
Ballast or Stone Forks ..... 40&5%
Beet Forks ..... 40&5%
Coal Forks ..... 40&5%
Coke and Cotton Seed Forks ..... 40&5%
Hay Forks, Four Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Four Tine ..... 60&30%
Manure Forks, Four Tine 75%
Manure Forks, Five and Six Tine ..70%
Grain or Barley Forks ..... 70&10&2½%
Heavy Mill, Manure or Street Forks. 75%
Oyster Forks ..... 40&5%
Potato Digging Forks 65%
Potato Scoop Forks 50%
Shaving Forks ..... 40&5%
Sluice Forks ..... 40&5%
Socket Hay Forks, Four Tine. .66⅔&5%
Socket Manure Forks, Four Tine 70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks ..... 70&5%
Stone Picking Forks 65%
Tanner's Forks ..... 40&5%
Hay Forks, Three Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Three Tine ..... 67½&2½%
Hay Forks, Two Tine, Standard Size 65%

Fruit, Wine and Jelly Presses.

Enterprise ..... 25@30%

Fry Pans—

Acme Fry Pans ..... 70@70&5%
Burnished, regular goods ..... 75@75&10%
Standard List ..... 70&10@75%

No.	0	1	2	3	4
℔ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
℔ doz.	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ℔ 1000 ft. $4.50 ..... 25%
Common Cotton Fuse, ℔ 1000 ft. $4.75 ..... 25%
Single Taped Fuse, ℔ 1000 ft. $8.00. 25%
Double Taped Fuse, ℔ 1000 ft. $10.00 25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc. .. 55&10@55&10&10%
Stanley's ..... 60&10%
Stanley's Chisel ..... 20&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Copeland Champion Bit, ℔ doz. $2.00 net
Stubs' Wire and Drill 20%
Wire, Morse's 25%
Wire, P. S. & W., low list ..... 10 & 10%
Wire, Wheeler, Madden & Co. 10%

Gimlets—

"Diamond" Gimlets, ℔ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue ..... 25&25&10%
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots—

Tinned ..... 30&10@40%

Graters—

Champion Nutmeg ..... ℔ doz. $9.00
Edgar's Nutmeg ..... ℔ gro. $10.50..10%
Enterprise ..... 25@30%
Rotary Nutmeg ..... ℔ gro. $9.00

Griddles—

Cronk's 70%

Grindstone Fixtures—

P., S. & W. Co. ..... 50&10%
Russell & Erwin ..... 70&10%
Sargent's Patent ..... 70&10%
Stowell ..... 55&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ℔ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co. ..... 50&10%
Henry Cheney Hammer Co.:
Handled Claw ..... 40&10%
Machinists' ..... 50&10%
Humason & Beckley ..... 40&10%
Dunlap's Patent 25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40%
H. & B., Tack ..... 50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail. 33⅓&5%
Engineers and B. S. Hand. .. 50&10%
Y. & P., A. E. Nail ..... 33⅓&5%
Other Brands ..... 40&5%
Sargent's New List ..... 40@40&10%
Ulrich's Handy ..... ℔ doz. $8.00
Verree ..... 50&10%
Warner & Noble's New List 25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... ℔ lb 40c } 75@75&10%
3 to 5 lb ..... ℔ lb 36c }
Over 5 lb ..... ℔ lb 30c ..... 75&10%
Heavy Weights ..... 75&10%
Wilkinson's Smiths ..... 9½@10c ℔ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute 35%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ℔ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's ..... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb 80c.70%

Nos.	0	1	2	3	4
℔ doz.	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%
Drawer Handles 60%
Ring Handles 70%
Roggin's Latches ..... 85@85&10%
Shelf Box Handles 65%
Trunk Handles 60%
Tub Handles ..... 60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock.....50%
Bronzed.....50@50&10%
Japanned, with Nuts.....45&10%
Japanned, with Plate.....45&10%
Japanned, without Plate.....45&10%

DOOR PULL—
Bar.....60@00&10%
Barn Door.....50&10%
Chest and Lifting.....60@60&10%
Drawer Pulls.....50&10@60%
Plain B. M.....60@60&10%
Push Plates, Sargent's List 60@60&10%
Sash Pull Plates.....70&10%
Sash Pulls.....60&10&10%
Window Pulls.....66⅔%

WOOD—
Auger, assorted.....₱ gr. $2.25@2.50
Auger, large.....₱ gr. 3.00@3.25
Auger, Douglass' Pat., ₱ set, No. 1. $1.0 ; No. 2, $1.40.60&10%
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Auger, Swan's Pat., ₱ set, No. 3, $1.00; No. 4, $1.25.....25&10%
Brad Awl.....₱ gr. $1.75@$2 00
Chisel, Worcester, Leather Cap'd.. 1 50
Disston's Crosscut.....50%
File, assorted.....₱ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.50
Firmer Chisel, Apple, large, ₱ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork..60&10@60&10&5%
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45&10%

Hangers—
American Tracklees.....33⅓&20%
Barn Door, old pattern.....60&10%
Barn Door, New England.....66⅔@70%
Barry, $6.00.....50&10%
Best Anti-Friction.....60&10%
Challenge Barn Door.....50%
Cronk's Roller Bearing, No. 0, $15 00; No. 4, $18.00; No. 5, $26.00.....60&10&5%
Cronk's Steel, gov'd, Loose Axle....60%
Coburn.....40%
Davis Parlor Door.....50@50&5%
Duplex (Wood Track).....60&10&5%
Kidder's.....50@50&10%
Lane's Barn Door:
Barn Door, Standard.....60%
Covered.....50&10@60&10&5%
Special.....60%
No. 50.....50&10@60&5%
New Model, Tinned.....80&10@40%
Parlor:
Standard.....₱ set, net, $3.50@$3.60
Ball Bearing.. " " 4.50@ —
New Model.. " " 3.00@ —
New Champion " " 2.40@ 2.50
Manhattan.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $18.00, ₱ dozen pairs.....60&10%
Richards' Single Track, Steel....40&10%
Richards' Anti-Friction.....50%
Stearns:
Single Track, No. 5.....80&20%
Gem.....60%
Royal.....60%
Challenge.....60%
Warner, 1 and 2.....40%
Stowell Mfg. Co.'s Barn Door:
Badger.....60&10%
Climax.....55&5%
Interstate.....60%
Magic.....50%
Matchless, Covered.....50&10%
Nansen, Roller Bearing.....50&10%
Parlor Door.....50%
Wild West.....50&5%
Zenith, for Wood Track.....55&5%
Baggage Car Door.....33⅓%
Elevator.....40%
Railroad.....55&5%
Street Car Door.....50&10%
Victor, No. 1, $15.00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00.60&10&2½%
Warner's Patent.....20&10&10%
Wilcox.....40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1.10 ₱ doz. 40&10%
Wrought.....80&10@85%
Wrought, Stanley.....80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Corn, and Spear Point .50%
Auburn Straw.....40%
Lightning, from jobbers.....60&5%
Wadsworth's.....40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate.....70%
Rolled Raised.....70%
Plate Hinges, "Providence," 6 to 12 in., ₱ lb, 5c., 14 to 36 in., ₱ lb, 4c.
Screw Hook and Strap, 6 to 12 in., ₱ lb. 3½@3¾c.
14 to 20 in., ₱ lb. 3¼@3½c.
22 to 36 in., ₱ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges..66⅔@66⅔&10&10%
Heavy Strap Hinges.....70@70&10&10%
Light T Hinges.....50&10@60&10%
Heavy T Hinges 60&10@60&10&10%
Extra Heavy T Hinges.....66⅔@70&10%
Long Chest Hinges.....45@50&10%
Hinge Hasps.....45@50&10%
Crate Hasps.....45@50&10%
Crate Hinges.....66⅔@70&10%

SPRING HINGES—
Bommer's.....33⅓%
Bardsley's Patent Checking.....15%
Chicago.....25%
Champion.....60%
Kell's American.....30%
Matchless, Double Acting Pivot....25%
New Idea, No. 1.....₱ gr. $7.50
New Idea, No. 2.....₱ gr. 18.00
Rex.....₱ gr. 18.00
Royal, Japanned.....66⅔%
Rubber.....66⅔%
Sargent's List, 1894:
Bronze Metal.....70&10&10%
Japanned Surface, Single.....70&10%
Japanned Surface, Double.....60&10%
Mortise.....70&10%
Model.....70@70&10&10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....60&10%
Vigilant.....60%
Stearns.....75%
Union Spring Hinge Co.'s List, March, 1894.....20%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acorn.....₱ gr. $12 50
Acme.....80%
Acme, Brass.....20%
American.....30%
Clover Leaf.....₱ gr. $12.50
Columbia, No. 14.....₱ gr. 9.00
Columbia, No. 18.....₱ gr. 25.00
Crown.....30%
Gem.....2½%
Knoxall.....₱ gr. $9.00
Oxford.....25%
Wiles', No. 1, ₱ gr., $16.00; No. 2, $13.00

GATE HINGES—
Automatic.....₱ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₱ doz. $7.80.....60%
N. E., Reversible, ₱ doz. $5.60.....60%
N. Y. State, ₱ doz. $4.90.....60%
Shepard's, Nos. 1, 2, 3.....60&10%
Western, ₱ doz. $4.20.....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70&10%
Mortise Gravity.....50%
Nos. 1, 3, 5.....70&10%
Nos. 40 and 50.....70%
Huffer.....55@60%
Parker.....70&10%
Sargent's, Nos. 1, 3, 5, 11, 18.....70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter.....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70&10%
Champion Gravity Locking, No. 75.....70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5.....70&5%
Double Locking, Nos. 20 and 25...70%
Empire, Nos. 101 and 103.....70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....70&10%
Noiseless, Nos. 50, 60, 65 and 55...80%
O. S., Lull & Porter.....80&10%
Pioneer, Nos. 050, 45 and 5½.....70%
Steamboat Gravity Locking, No. 10.....70&10&5%
Stenger's Positive Locking.....70%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ₱ doz. sets
Stanley's Rolled.....20&10%
Stanley's Rolled Center.....30%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....65%
Cotton Hoes.....70&10&10&5&2%
Cotton Chopper Hoes.....75&10&7½%
Garden Hoes.....75&2%
Harper's No. 7 Mortar Hoes.....65%
Jersey Hoes.....65%
Kretzinger, Cut-Ezy.....75&5%
Ladies' Cotton Hoes.....75&10&7½%
Laid Steel Edge Hoes.....25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes..75&7½&2%
Planter Hoes, Regular Pattern...70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes.....75&10&2%
Special Mortar Hoes.....40&10&2½%
Sunhem Meadow Hoes.....75&5&2½%
Tobacco Hoes.....75&20%
Toy Ladies' and Boys' Hoes.70&10&10%
Truck Hoes.....50&10&2%
Warren Hoes.....60%
Weeding Hoes and Rakes.....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40&10%
Pearl, Agate.....40&10%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50&10%
Blue and White-Ware.....40&10%
White-Ware.....33⅓&10%

STOVE HOLLOW-WARE—
Ground.....60&10&10%
Unground.....70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans.....45@50%
Maslin Kettles.....70@70&10%
Tinned Boilers and Saucepans...45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&5%
Reed & Barton.....40&5%
Rogers & Brother.....40&5%
Simpson, Hall, Miller & Co.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds.....70%
Manure.....70%
Iowa F. T. Co.'s Clam.....60&10&2½%

BUSH—
Jennings & Griffin's.....33⅓&5%

CORN—
Kretzinger Cut-Ezy.....₱ doz. $3 net

CAST IRON—
Bird Cage, Sargent's list.....60&10&10%
Bird Cage, Reading.....60@60&10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50&10%
Chandelier.....70%
Clothes Line, Sargent's list.....50&10%
Coat and Hat, Sargent's list.....50&10%
Coat and Hat, Reading.....60&10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....₱ doz. $1.25
Cotton Pat (N. Y. Mallet & Handle Works).....80%
Hammock Hooks, E. C. Stearns, ₱ doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley.....80&10%

WIRE—
Atlas Coat and Hat.....45%
Belt.....75@75&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard.....45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass ...No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass.....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay.....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&10%

American, all sizes.....10½c net

Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50%
Anchor	23c	21c	20c	19c	19c	40%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin	19c	17c	16c	15c	14c	30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset						40%
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c	net
Vulcan	23c	21c	20c	19c	18c	25%

Horse Shoes—
Horse and Mule, per keg.....$3.7
Burden's, all sizes.....3.70
Bryden, Phœnix, Perkins, &c.....3.75
Diamond State, Shoenberger, Crescent, &c.....$3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50%
Competition.....70%
Extra.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₱ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel.....₱ doz. $12.00
Ice Crusher, No. 3..₱ doz. 3.00
Ice Crusher, No. 2..₱ doz. 6.00
Ice Crusher, No. 1..₱ doz. 20.00
Ice Tools.....₱ doz. 4.00
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33.₱ doz. $6.00..25@30%
No. 34.₱ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@30%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, ₱ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....net
Shoe Knives.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....10%
Base, Rubber Tip, 2½ in. Bead, ₱ gr. $1.50
Carriage, Jap.....₱ gr. 80c..60%
Door Mineral, R. & E. list...45&10%
Door Por. Jap'd, " " ...45&10%
Door Por. Nickel, " " ...45&10%
Picture, Judd's.....50&10%
Picture, Sargent's.....60&10%
Yale & Towne Wood.....net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S ,C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6 50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Gibbs' Arc.....℔ doz. $10.00
Gibbs' Hustler.....℔ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
℔ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ℔ lb
Lead Pipe, full lengths.....6c
Lead Pipe, cut lengths.....6½c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....87½c
Sheet Lead, full rolls.....7c
Sheet Lead, cut rolls.....8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ℔ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ℔ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....℔ doz. $6.00
80&10@40%
Wood, Common, ℔ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2½&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ doz. $7.50 ..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co.....net prices
Champion Night Latches.....40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....℔ doz. 33⅓%
Nos 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ℔ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1, ℔ doz. $36.....60%
Little Giant.....50&10%
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Miles Challenge, ℔ doz.....45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's, ℔ doz.....33⅓%
Nos..... 100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter.....
℔ doz. $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Magnolia, Anti-Friction.....25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ doz. $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ℔ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@e0&5%
PICTURE—
Brass Head, Combination list.....70%
Brass Head, Sargent's list.....70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, ℔ doz.....$9.00
Cyclops.....35%
Eclipse.....℔ doz. 18.00, 25&10&10%
Giant, No. 1, ℔ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....℔ doz. $18.00, 20%
National.....℔ doz. 24.00, 40%
Pelican.....℔ doz. $9.00, 40@40&10%
Scranton, No. 2.....℔ doz. $10.00
Scranton, No. 3.....℔ doz. 9.00

Nail Sets
Buck Bros.....27½%
Cannon's Diam'd Point, ℔ gro. $12, 25%
Humason's.....50&10%
℔ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....$4.75
Corrugated.....6.50
Knurled.....9 00

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$5.20
Hot pressed, hexagon, blank.....5.50
Hot pressed, square, tapped.....5.00
Hot pressed, hexagon, tapped.....5.80
Cold punched, plain, square, blank 4.80
Cold punched, hexagon, square, blank.....4.40
Cold punched, plain, square, tapped.....4.10
Cold punched, plain, hexagon, tapped.....4.20

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ℔ lb.....$ .60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ℔ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 3-16 edge, ℔ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ℔ lb.....70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ℔ doz.
8x2.....$12.00
7x2.....11.00
6x2.....10.00
5x2.....9.00
4x1⅛.....7.00
3½x1.....5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ℔ lb.....$ .24
About 2x2x½, extra selected.....40
Discount, 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, ℔ lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%
MISCELLANEOUS— ℔ lb
American Packing.....8c@10c
Cotton Packing.....18c@14c
Italian Packing.....10c@12c
Jute.....5c@5½c
Russian Packing.....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ℔ doz.
Advance.....$ 4.50
Baldwin.....5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....12.00
Improved Bay State.....$27@30.00
Little Star.....4.00
New Lightning.....5.50
Penn.....3.75
Perfection.....4.00
Reading, 72.....4.00
Reading, 78.....7.00
Scott's Pat. Rotary.....$15.00, 20%
Turntable, Old Style.....4.50
Turntable, 1898.....5.00
White Mountain.....4.00
POTATO— ℔ doz.
Saratoga.....$5.50
White Mountain.....4.50

Pencils—
Dixon's: ℔ gro.
Carpenter's.....$3.67@8.75
Carpenter's, Blue or Red Lead.....4.00@7.50
Lead.....2.18@4.38
Lumber.....6.67
Mascot, Hexagon.....3.75
Mascot, Round.....3.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous.....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle"
Ohio
Sandusky } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ℔ doz. $12.00.....25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ℔ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ℔ doz. $12.00..30&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....30@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 5% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....℔ lb
Joseph Dixon's.....℔ gro. $5.75, 10%
Gem.....℔ gro. 4 50, 10%

Poppers, Corn—
Round or square, ℔ doz. ℔ gro.
1 qt.....$ .75 $ 6.50 } 10@
1½ qt..... .85 8.00 } 15%
2 qt..... 1.15 12.00 }
Quincy Corn Popper, 1 qt., ℔ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers— ℔ doz.
Disston's Samson Digger....$34.00, 25%
Kohler's: ℔ doz.
Little Giant, No. 12.....$12.00
Hercules, No. 25.....10.00
Invincible, No. 6.....9.00
Pioneer, No. 714.....7.50
Lock Lever, No. 20.....12.00
Universal, No. 49.....12.00
New Champion, No. 37.....6.00
Iron Handle, No. 38.....7.00
Ryan's.....℔ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.....60%

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw... ₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$8.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $2.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@15&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼ inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 82, Fig. 528, 3 in Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No 235, Fig. 403, Windmill Pump.....16.00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16.00
No. 268, Fig. 518, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

	Net
Torrent Pump Co., Cleveland, O.: Purifying Pump, each..	$3.00
Chain for same, ₱ foot	.11
Torrent C. P. Curbs, each	1.50
Same, fitted for 2-inch tubing	1.60
Poplar Tubing, ₱ 100 feet	4.00
2-inch Tubing, ₱ 100 feet	5.00
Galvanized Iron Tub'g, ₱ 100 ft.	6.00
Couplings for same, ₱ pair	.15
Galvanized Chain, ₱ 100 pounds	5.50
Torrent Rubber Buckets	5.00
Victor Buckets, ₱ 100	7.50
Cleveland Buckets, ₱ 100	4.50
Torrent Water Drawer	50%
Roberts Water Drawer	50%
Wood Suction Pumps	50&5%
Galvanized Iron Pumps	50%
Cyclone Force Pump	50%
Oatman Handy Hoops	40&10%
Eave-Trough Hangers	40%
Sprayers, ₱ dozen	Net $4.50
Acme Riveter, ₱ dozen	4.50
Dreyer Spoke Reamer, ₱ doz	.60

Delivered f. o. b., Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@55%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co.....20&2%

Rail—

	Barn Door, Light, In.	½	⅝	¾
	₱ 100 feet	$1.40	1.85	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 13.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1¼ in., ₱ lb., 36c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3.75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal...20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Coppered.....62½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

	Cotton Rope, Best,	₱ lb
	¼ inch and larger	13 @14c
	Medium, ¼ in. and larger	10 @12c
	Common, ¼ in. and larger	8½@10c

Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7 16 in. and larger.....11 c
⅜ in.....11½c
¼ and 5-16 in.....12 c
Hay Rope, Medium.....11½c
Sisal:
7-16 in. and larger.....8 c
⅜ in.....8½c
¼ and 5-16 in.....9 c

Rules—

Athol, Steel.....35½%
Boxwood.....75&10&10&10%
Ivory.....85&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3¼c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 20%
Self-heating, Tailors'.₱ doz. $2.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....80@80&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash...₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 90c
"Samson" Braided Drab, Cotton ₱ lb 85c
"Samson" Braided Italian Hemp ₱ lb 33c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ⅛ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....30%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....35&10
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....Net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Tailors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161....₱ doz. 5.75@ 6.00
Union Platform Plain....2.00@ 2.10
Striped.....2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $1.00

Screens—

DOOR—

Phillips: ₱ doz.
⅞ in., Style E, Fancy Screen Doors.....$12.00
⅞-in., Style G, Common Screen Doors.....7.75
⅞-in., Style K, Fancy Screen Doors.....9.90
⅞-in., Style K4, Fancy Screen Doors.....10.50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens..... 50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns:
Frames and Corners..... 25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers... .....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..℔ doz. $6.00 net
Electric Spiral No. 02..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co.. .....40&10%
Jennings & Griffin.....66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's Nos. 5 and 10.....75%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz.....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head.....77½%
Brass, Round Head.....72½%
Bronze, Flat Head.....72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head.....70%
Drive Screws, Diamond Point.....80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head..... 70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head.....70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail.....60&10%
Lag Screws. List, January 30, 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....℔ doz. 2.40
Chair.....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes—
Grain.....net
Grass.....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan.....70%
Shears, Rubber, Nickel.....60%
Shears, Tailors'.....40%
Shears, Tinners.....40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned.....70%
Nickeled.....60%
Tailors' Shears.....40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
M. W. Co., list July, 1883...50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co. s.....60@60&10%
Sargent s list.....70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.10	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head.....60&10@60&10&10%
Iron Head.....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9.....55%
Kraut Cutters, 36x12, 40x14.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.).....55%
Cockeyes.....66⅔%
Fitch's:
Bolt.....45%
Bristol.....40&10
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.... } 45%
Breast Strap Protector..... }
Double for Bits or Trace Carrier }
Trojan Snaps..... }
High Grade Snaps..... }
Jockey Snaps.....40%
Derby Snaps.....35%
Rope Snaps.....40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed blind—⅛, ⅝, and ¾ inch, ℔.....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's.....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....55%

BLACKSMITH'S—
Butterfield's.....85@40%
Gardner.....83⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....60&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S.....90&30%
Common and Patent Brads.....70&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers -
Columbia, No. 1, ℔ doz., net.....$1.00
Columbia, No. 2, ℔ doz., net..... 1.50
Little Jack.....℔ doz.,..... 1.00

Tapes, Measuring—
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Steel.....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw.....70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1½.....80@80&10%
Pipe, 2 to 4.....70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track..... 3.25
Common 6 in. Wood Sheave Pulley, Fig. 483.....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork.....each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 485.....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485.....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486.....℔ doz. 2.25
Hanging Hooks for Double Steel Track.....℔ doz. .65
Hanging Hooks for Single Steel Track.....℔ doz. .65
Hanging Hooks for Wood Track, 10 in.....℔ doz. .55
Hanging Hooks for Wood Track, 14 in.....65
Malleable Frame K. P. Pulleys, Fig. 676.....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork.....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....℔ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... 3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T 3.50
Single Rail Steel Track with clamps.....℔ ft. .09

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Sprout's Shear Fork, each.....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track..... 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₩ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent.....70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 303 and 304, ₩ 100. .....$12.00
Shaw's:
Copper Finished.....80&10%
Lever .....70@70&10%

Traps—

FLY—

Balloon.....₩ doz. $1.50, ₩ gro. $15.00
Globe.....₩ doz. 1.50, ₩ gro. 15.00
Harper.....₩ doz. 1.75, ₩ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N.....65%
Newhouse 40%
Victor .....70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza, ₩ doz.....90c@$1.00
Mouse, Catch-'em-alive, ₩ doz.$2.50, 15%
Mouse, Delusion.....40%
Mouse, Ideal, ₩ gro.....$9.00
Mouse, Round Wire, ₩ doz...$1.50, 10%
Mouse, Wood, Choker, ₩ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₩ doz., $12.00; case of 24.....$10.50
No. 3, Rat, ₩ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₩ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₩ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro. $15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₩ gross.
Snap Shot, 2-Hole. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 2..... 4.20
Reddy, No. 30..... 3.60
Reddy, No. 40..... 3.60
Reddy Rat Trape, No. 2..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering..... .25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
Wm. Johnson's:
Brick.....40%
Plastering.....40%
Pointing.....40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson.....25@25&10%
"Rose" Brick, Plastering and Mould-ers..... ..... 30@30&10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W.....40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw 15%
Holland's 40%
Howard's..... 40%
Little Giant Bench..... ....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher..... 30@40%
Wood-Working..... .....15@20%
Planer .....15@20%
Comb. Pipe.. . ...40%
Millers Falls:
Mechanics'.....net@10%
Oval Slide.....50&10%
Ball Clamp..... 45%
Gravity .....net
Hand 15%
Moore's.....30%
Parker's:
Regular..... ..... 20@25%
Combination Pipe... .....55@60%
Oval Slide..... ... ...55@60%
Victor..... ....20@25%
Vulcan ....40@45%
Phenix .....20@20&10%
Prentiss.....20@25%
Sargent's 70%
Simpson's Adjustable..... 40%
Stephens.....33@33⅓%
Trenton .... 40@40&5%
V. W. & W. Parallel.....40%
Coach Makers 40%
Oval Slide. 40%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....50%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... 70%

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. .....25&10%

Window Stop Adjusters—

Ives' New List..... .....40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... .....20%
Bright Wire Goods, New List.....85&10%
Cast Steel Wire.....50%
Copper Wire 10%
Annealed and Tinned on Spools.....50%
Brass and Copper on Spools. 40%
Spooled Wire, ass'd for Retailing ...60%
Market Wire, Bright and Annealed:
Nos. 6 to 9..... 75%
Nos. 10 to 18..... . 75&5%
Nos. 19 to 26.....75&15%
Nos. 27 to 36.....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9..... .....70%
Nos. 10 to 18..... .70&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 ....70&10&10%
Tinned:
Nos. 6 to 14..... . .70&10&10%
Nos. 15 to 18.... .....70&10&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 .....70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported.....₩ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .. 60@60&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. $1.50

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .80%
Iron..... ... .35%
Iron, Galvanized.....80%

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....₩ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$2 00@$3.20
Alligator.....70%
Baxter's. ....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Patent Combination Black.....40&5%
Patent Combination Bright 40%
Bicycle:
Club..... .....40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's ....30@33⅓%
Coes':
Genuine .....40 &10&5&5%
"Mechanics'" .....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer..... ... 40%
Eagle Pipe..... .....50&10%
Gem 33⅓%
Stillson Pipe..... .....50%
Taylor Pipe and Nut 40%
Acme.....60@60&5%
Bull Dog .....60&10%
Hercules 70%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... .....2%
Peerless Mfg. Co , list Feb., 1893.....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 70c
Linseed, City, Boiled, in barrels, ₩ gal. 73c
Out of Town on Spot.....₩ gal. 70c
Calcutta, Raw, in barrels.....₩ gal. 76c
Lard, Prime City.....₩ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... .....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $20.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude..... ₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6½c
White Lead, Foreign, in Oil.₩ lb. 8@9¼c
Litharge, Kegs..... ....₩ lb. 6½@7c
Zinc, American, Dry.....₩ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... .... 2.40
In cans, 50 lb..... .... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.50
In cans, 3 lb..... ..... 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... ..... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₩ lb	
Blue, Chinese	35	@40 c
Blue, Prussian	33	@38 c
Blue, Ultramarine	6	@30 c
Sienna, Italian, burnt & powdered	4½	@10 c
Sienna, Italian, raw & powdered	3	@ 7 c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary....	5	@ 7 c
Green, Paris, in bulk 15		@16 c
Indian Red, American	2½	@ 3 c
Indian Red, English	4½	@ 5½c

Colors in Oil—

Black Lampblack, best. 18		@15 c
Black Lampblack, common.. 7		@10 c
Blue, Chinese 35		@40 c
Blue, Prussian 33		@35 c
Blue, Ultramarine 16		@20 c
Sienna, burnt 12		@15 c
Sienna, raw. 12		@15 c
Umber, burnt 12		@16 c
Umber, raw... 12		@16 c
Brown, Vandyke 12		@16 c

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
also Headquarters for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.
Slating and Roofing Nails, Slaters' Tools.
Copper Nails and Tacks.
279 PEARL ST., NEW YORK.



Blake Lamb Traps.
Lightest and Strongest Made.
For 40 years the favorite wherever used. Send for catalogue to the
HAWKINS CO., Successors,
Waterbury, Conn.

ESTABLISHED 1774.
HIGH GRADE **AUGER BITS.**
(BLACK TWIST)
JOB T. PUGH, PHILADELPHIA.

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Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

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Iowa Farming Tool Co., Fort Madison, Iowa.
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Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

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Magnolia Metal Co., New York.

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Belting.
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Chandler & Farquhar, Boston.

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See Tackle Blocks.

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John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.
American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.
Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.
Chandler & Farquhar, Boston.

Dampers, Stove.
Arcade Mfg. Co., Freeport, Ill.

Derricks.
Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.
Hardware Publishing Co., New York.

Dog Collars and Muzzles.
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.
Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.
Keuffel & Esser Co., New York.

Drills, Bench.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.
Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.
Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.
Kimball Bros., Council Bluffs, Iowa.

Dynamos.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.
A. Mugford, Hartford, Conn., and New York.

Elevators.
Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.
Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.
A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.
J. L. Prescott & Co., New York.

Enamelers.
A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.
A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.
Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.
D. C. Seaman & Co., Philadelphia.

Export Agents.
John H. Graham & Co., New York.

Farming Tools.
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.
John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland Ohio.

Files.
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.
See Plated Ware.

Floor Plates.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.
Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.
Salem Nail Co., New York.

Garden Tools.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.
Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.
Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Glass Cutters.
Smith & Hemenway Co., New York

Glue.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.
T B. Harkins Foundry Co., Bristol Pa.

Grindstones.
Cleveland Stone Co., Cleveland.

Gummers, Saw.
E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.
E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.
Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.
Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.
Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.
Allerton-Clarke Co., New York.
John H. Graham & Co , New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.
Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.
McKinney Mfg. Co., Allegheny Pa

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co.. Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kobler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co, Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Lightning-Rod Fixtures.

Cleveland Galvanizing Works, Cleveland, Ohio.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co, New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co, New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co, New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co.. New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Trimont Mfg. Co., Roxbury, Mass.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co, Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.

Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.

A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.

E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Price Books.

Hardware Publishing Co., New York.

Pulleys, Hoisting.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Buckets, Rubber.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Chains.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Washers.

Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.

Railroad Brasses.

Magnolia Metal Co., New York.

Rail, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railway and Mill Supplies.

R. Woodman Mfg. & Supply Co., Boston.

Raisin Seeders.

Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.

John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.

Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy, Philadelphia.

Reels, Wood.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Revolution Counter.

Tabor Revolution Counter, Elizabeth, N. J.

Riveters.

Standard Specialty Co., Salem, Ohio.

Rivets.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.

Standard Paint Co., New York.

Rubber Buckets.

Torrent Pump Co., Cleveland, Ohio.

Rules.

Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.

Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.

Mosler Safe Co., New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand and Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand-Paper Blocks.

T. L. Prevost, Racine, Wis.

Sand Screens.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Sausage Stuffers.

Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.

Underhill, Clinch & Co., New York.

Screens, Wire.

Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Screw and Bolt Cases.

J. D. Warren Mfg. Co., Chicago.

Screws.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screws, Set and Cap.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Screw Drivers.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co., New York.
Stanley Rule & Level Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.

Screw Drivers, Electricians'.

F. E. Ducharme & Sons, Shelburne Falls, Mass.

Screw Plates.

Alfred Field & Co., New York.

Scythes and Grass Hooks.

Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Seal Presses.

Charles Morrill, New York.

Sectional Shelving.

J. D. Warren Mfg. Co., Chicago.

Sewing Machines.

National Sewing Machine Co., Belvidere, Ill.
New Domestic Sewing Machine Co., New York.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machines.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Boxes.

W. C. Heller & Co., Inc., Montclair, N. J.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Ship Tools.

Underhill, Clinch & Co., New York.

Shovels.

Allerton-Clarke Co., New York.
Underhill, Clinch & Co., New York.

Signs.

A. V. Taylor & Co., Cincinnati, Ohio.

Silver Ware.

Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.

Underhill, Clinch & Co., New York.

Spark Guards.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.

Spikes.

Fuller Bros. & Co., New York.
Salem Nail Co., New York.

Spoke Repairers.

Torrent Pump Co., Cleveland, Ohio.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New York.

Sporting Goods.

Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

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Standard Tool Co., Cleveland, Ohio.

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Smith & Hemenway Co., New York.

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J. D. Warren Mfg. Co., Chicago.

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See Trucks, Store.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Allerton-Clarke Co..... *
American Cutlery Co. 48
American Railway Supply Co..... 2
American Shearer Mfg. Co.....48
Ames Sword Co..... 14
Arcade File Works..... *
Arcade Mfg. Co..... ... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co..... *
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.... 1
Ausable Horse Nail Co..... 8

B

Baeder, Adamson & Co..... 5
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.... 64
Baxter Schenkelberger & Co.....41
Berger Bros. Co..... 13
Berger, L. D..... 4
Bicycle Step Ladder Co.....14
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....45
Bommer Bros.....64
Bradley's (G. W.) Sons. 8
Brass Goods Mfg. Co.....48
Brown, S. A.....45
Bruce & Cook..... 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 41
Burnham, Geo. Co..... 7
Burr Mfg. Co..... 2

C

Canton Steel Roofing Co.....48
Capewell Horse Nail Co.....64
Cary Mfg. Co..... 48
Champion Safety Lock Co..... 45
Chandler & Farquhar..... 11
Chatillon (John) & Sons..... ... 4
Chatillon (John) & Sons.. 4
Chilton Paint Co.....46
Cincinnati Screw & Tap Co 1
Clark & Cowles..... 5
Cleveland Galvanizing Works.....45
Cleveland Stone Co 7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Coates Clipper Mfg. Co.....15
Coes Wrench Co..... 7

C

Coldwell Lawn Mower Co.. 11
Conroy (P. J.) Co.... 43
Covert Mfg. Co..... 1
Cronk Hanger Co..... 11
Cushman & Denison.....48

D

Dangler Stove & Mfg. Co.....63
Deming (The) Co.....64
Detroit Fence Co. 11
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co.....15
Dow Wire Works Co.....11
Dubuar (J. A.) Mfg. Co.....45
Ducharmes (The) & Co..... 1
Dunbar Bros.. 1
Du Pont (E. I.) de Nemours & Co.... 3

E

Eastern Oil Tank Co..... 45
Ellis & Helfenberger.....46
Enterprise Mfg. Co. of Pa..... 8
Erie Specialty Co 2
Eyelet Tool Co.....16

F

Field (Alfred) & Co. 14
Field (Alfred) & Co 13
Field, Chas. H.....45
Fitch (W. & E. T) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co.....63
Glidden Varnish Co.....38
Goodell Co... 13
Graham (John H.) & Co..... 8

H

Hardware Price Books..... 6
Hardwaremen's Exchange.....46
Harrington & Richardson Arms Co... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham 1
Hawkins Co..... 56
Heinisch's (R.) Sons Co..... 5
Heller (W. C.) & Co.....18
Holmes & Edwards Silver Co.....14
Howard Iron Works.... 2

I

Iowa Farming Tool Co.....43
Ives (H. B.) Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co. 3
Kimball Bros.....18

L

Ladd's Discount Book 13
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co 39
Lane Brothers Co 2
Leete, C. H.... 46
Leonhardt & Co..... 7
Lowell Model Works 45

M

Magnolia Metal Co..... 1
Major Cement Co..... 63
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co..... *
Miller, Henry J.....34
Morley Brothers 15
Morrill, Charles..... 17
Mugford, A..... 2
Myers (F. E.) & Bro... 16

N

National Sewing Machine Co..... 9
New Jersey Wire Cloth Co.....61
New York Stamping Co.....63
Nicholson File Co.....64
Niles Mfg. Co..... 2
North Bros. Mfg. Co.....10

O

Ogden Mfg. Co..... 41

P

Payson Mfg. Co..... 2
Pelouze Scale & Mfg. Co. ..... *
Peters Cartridge Co 14
Pike Mfg Co..... 9
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L..... 2
Pugh, Job T.....56

R

Reading Hardware Co.....15
Remington Arms Co..... .15
Robertson, Arthur R..... *
Rodgers (Joseph) & Sons.....14
Russell & Erwin Mfg. Co..... *

S

Salem Nail Co... 56
Samson Cordage Works 1
Sargent & Co 43
Scranton (The) & Co..... 1
Seaman (D. C.) & Co.....46
Sears, Roebuck & Co.....63
Silver Mfg. Co..... 2
Smith (Wm. G.) & Co..... 45
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....43
Sommer's (John) Son.....64
Standard Paint Co.....18
Standard Tool Co..... 1
Stanley Rule & Level Co.....39
Stebbins (Chas. J.) & Co..... 8
Stimpson (Edwin B.) & Son.... 64
Sudlow, John W. ... .63

T

Tabor Revolution Counter. 43
Taylor (A. V.) & Co.....45
Thacher Belting Hook Co..... 5
Torrent Pump Co..... 45
Tower & Lyon.....12
Townsend, C. C. & E. P.....46
Trimont Mfg. Co..... 7
Troy Nickel Works.....10
Tubular Rivet & Stud Co..... 8
Tuck Mfg. Co..... 4
Twentieth Century Press Clipping Bureau.....43

U

Underhill, Clinch & Co 8
Underhill, Clinch & Co 15
Union Auction Co.....39
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1
Universal Scissor, Tool & Novelty Co..14

V

Van Dorn Iron Works..... 46
Van Wagoner & Williams Hdw. Co..64
Voigt, Starr & Co..... 5
Vrooman, F. H. & E. B.....41

W

Warren (J. D.) Mfg. Co..... 15
Williams Pump Co..... 5
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16
Woodman (R.) Mfg. & Supply Co....11

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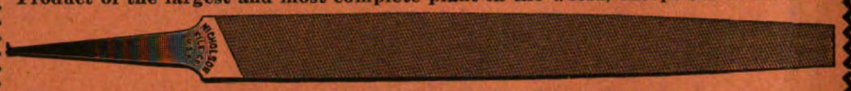
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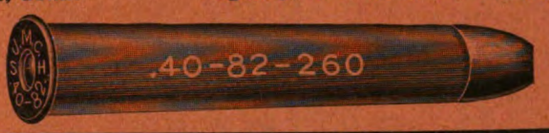
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PAGE 39.

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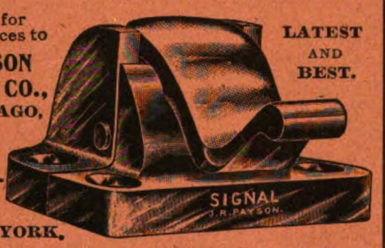
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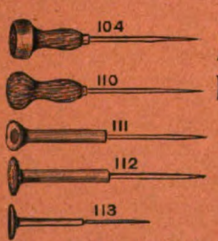
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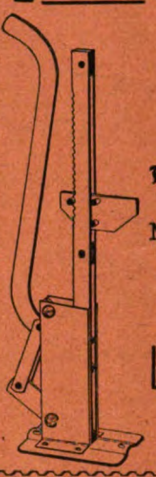
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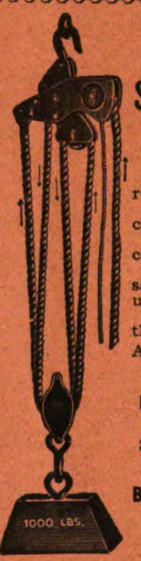


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" 1,	"	900 "
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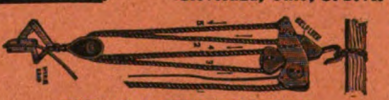
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Cannot stick nor jam when the load is to be lowered.
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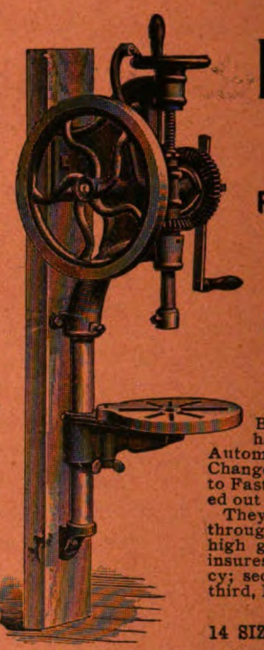
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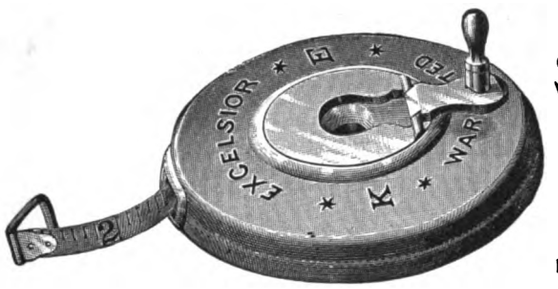


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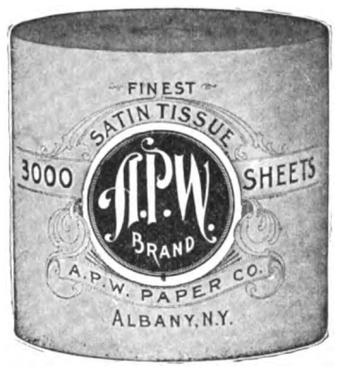


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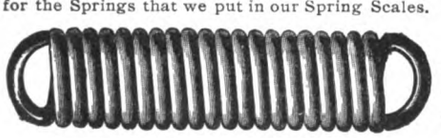
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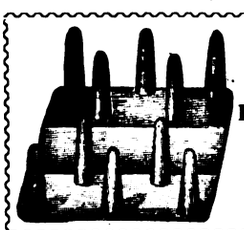
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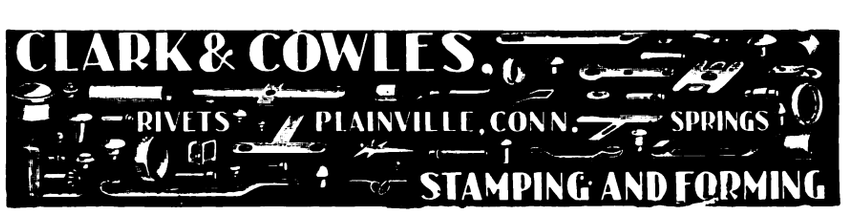
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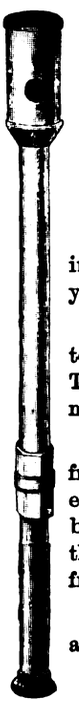
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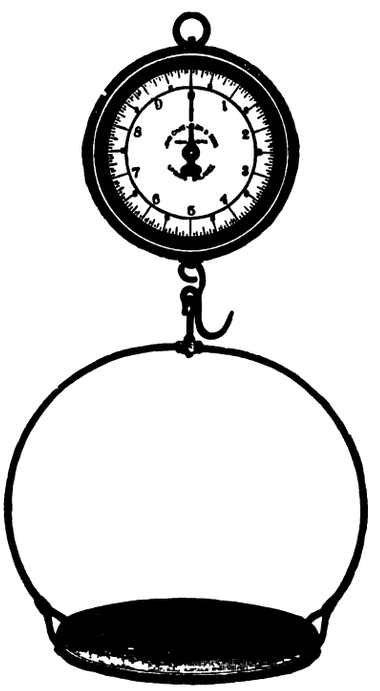
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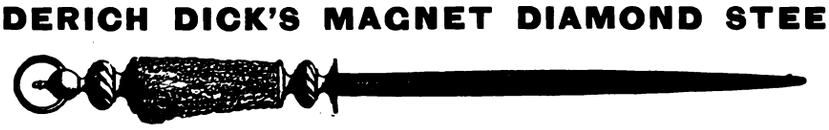
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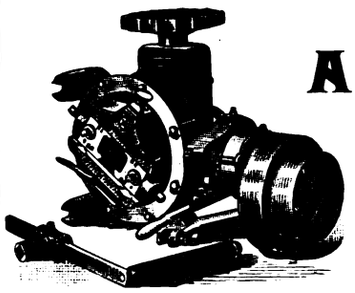
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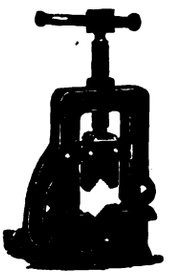


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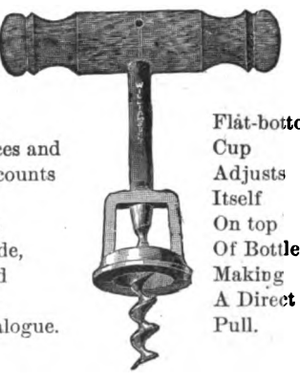
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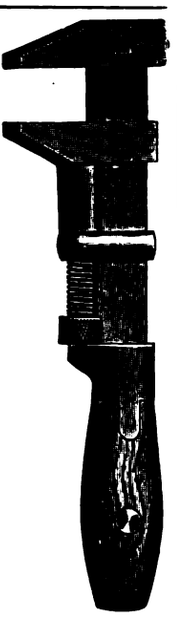
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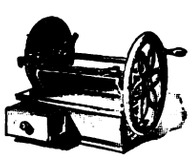
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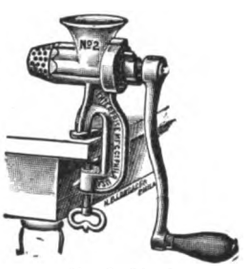

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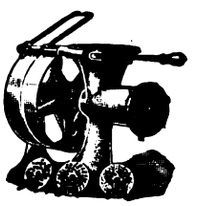

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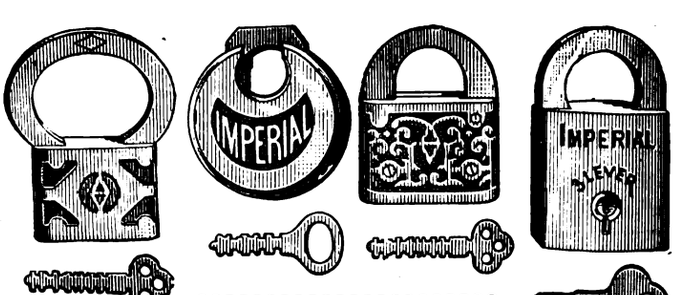
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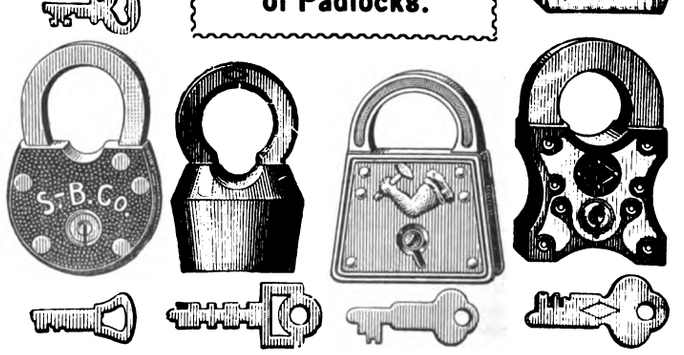
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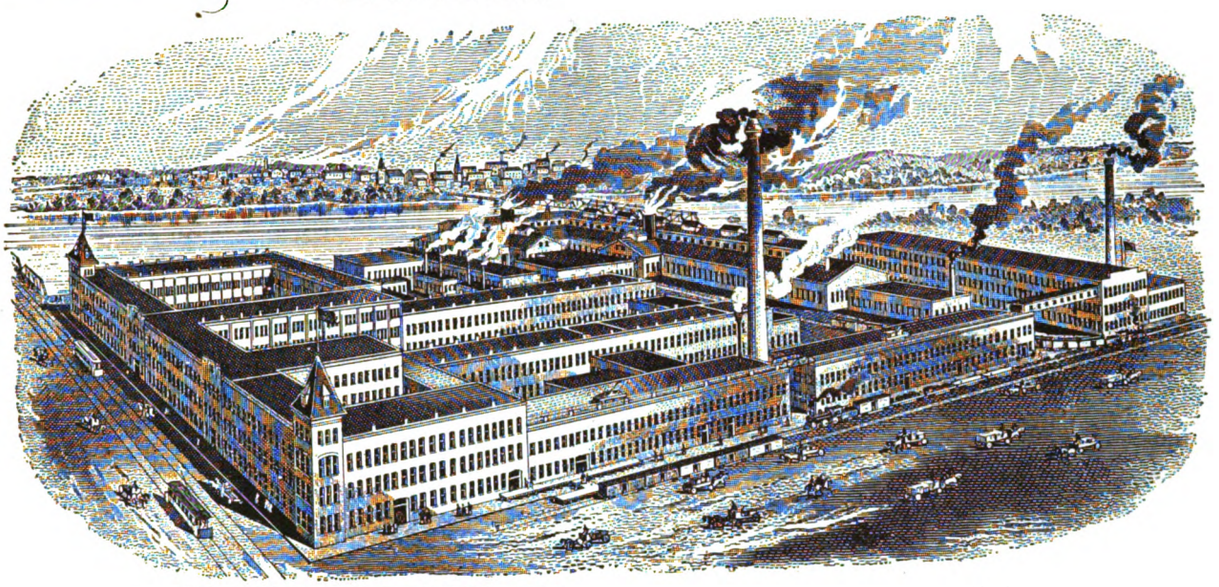
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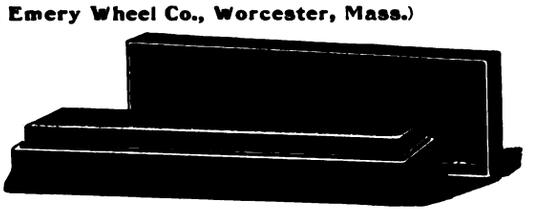
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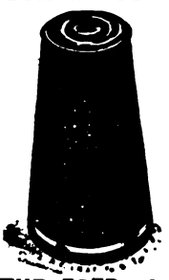
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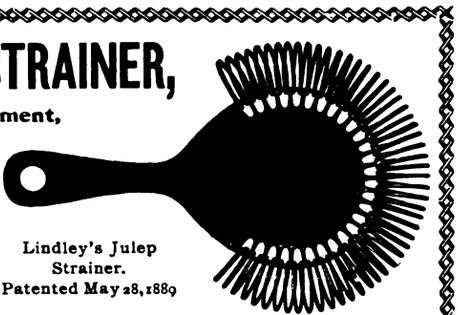
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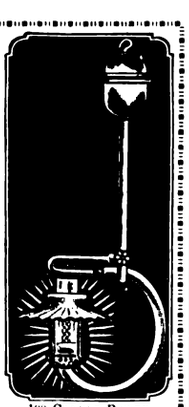
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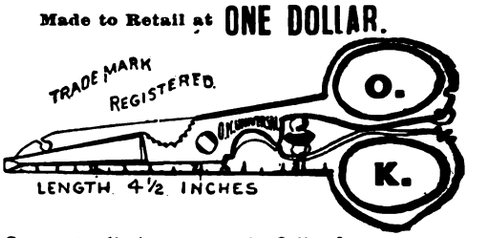
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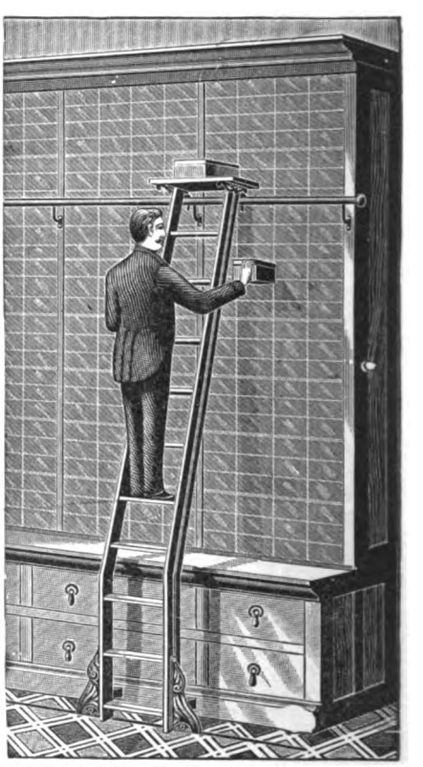
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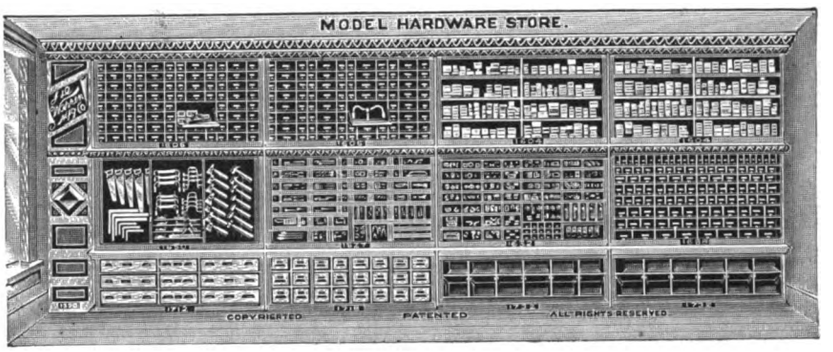
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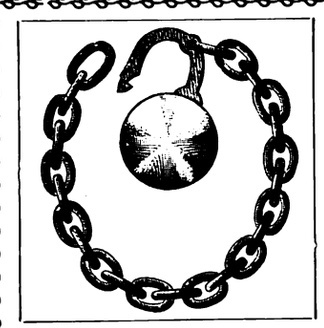


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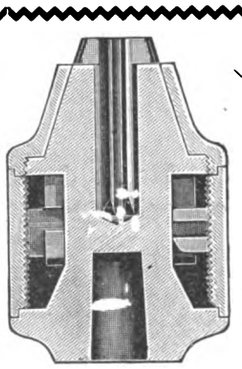
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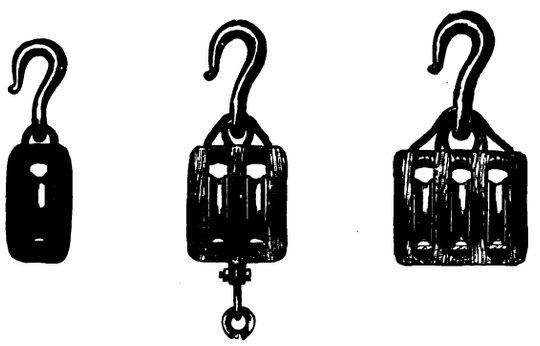
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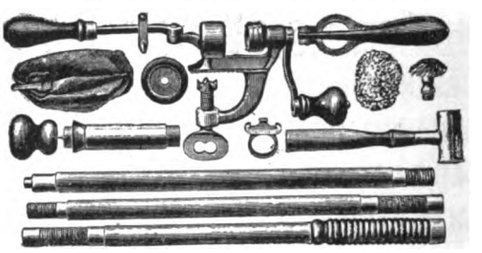


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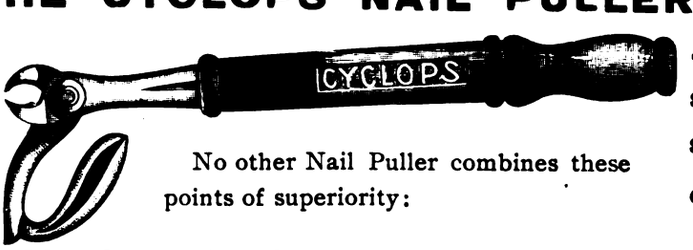
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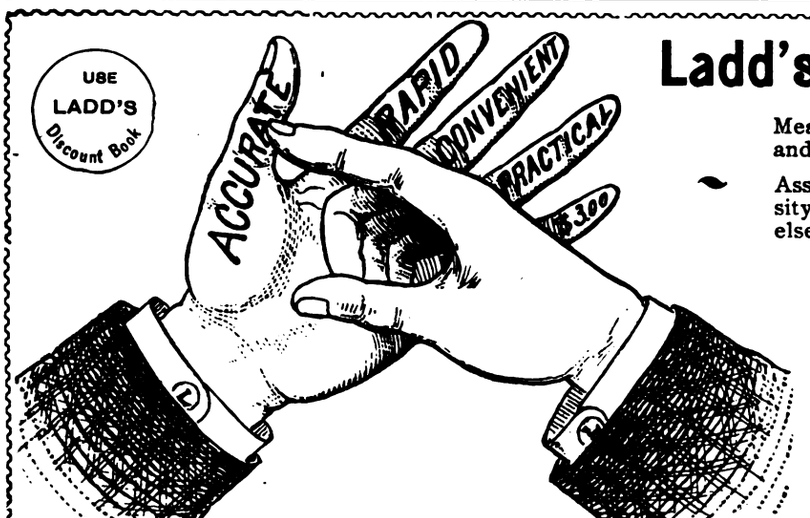
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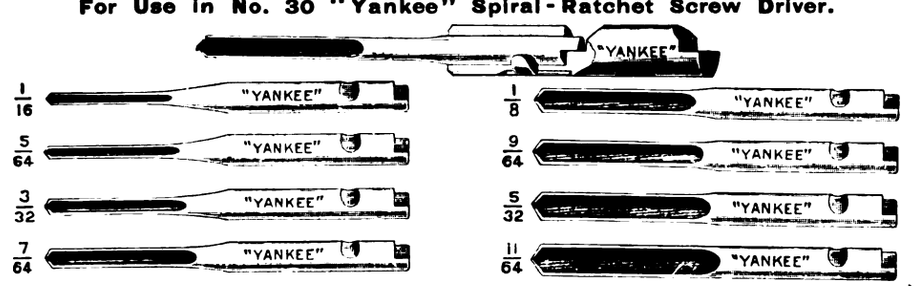
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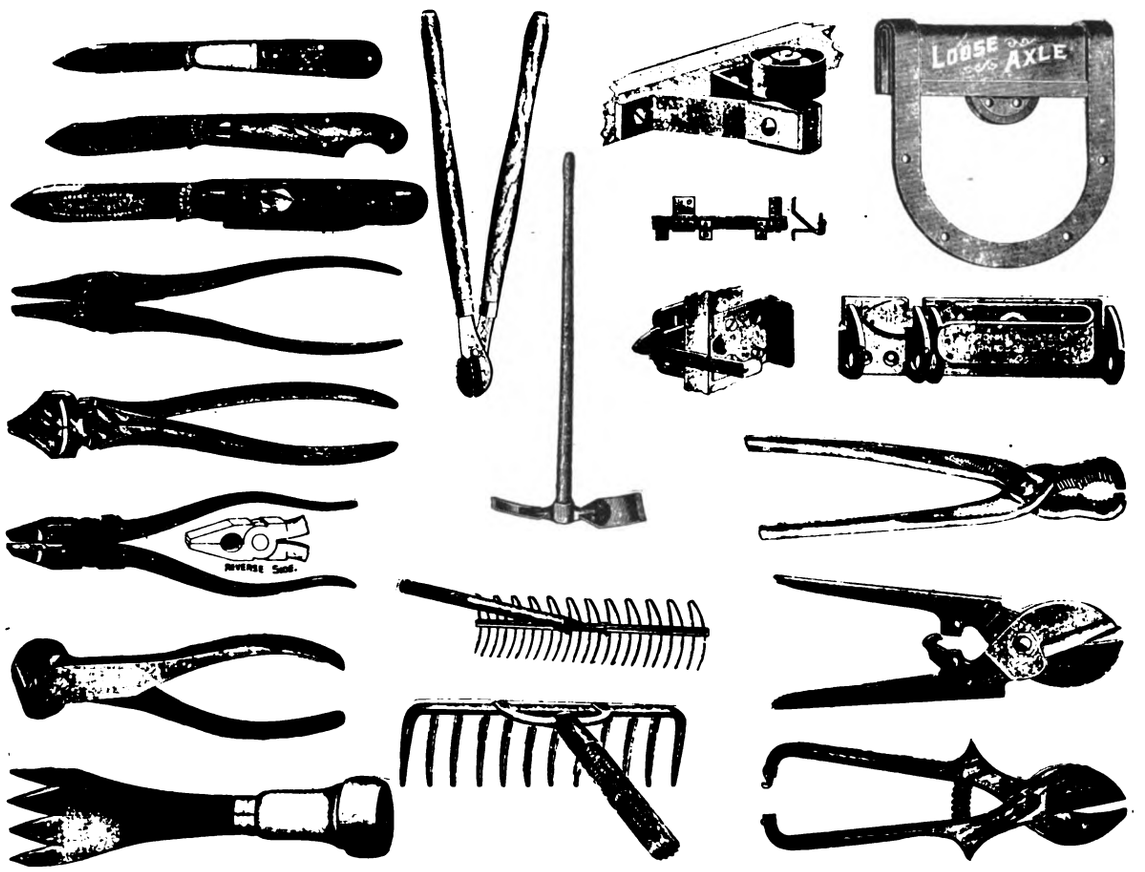
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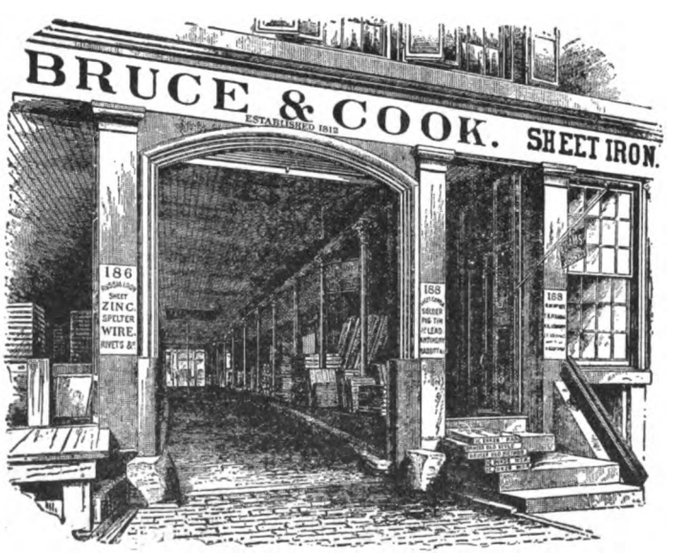
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Wire Tinned.
Zinc for Etching.
Zinc Sheets.



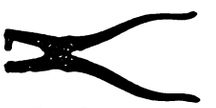
ICE TOOLS

OF FINEST QUALITY.

WM. T. WOOD & CO., Arlington, Mass.

Send for 1900 Summer Price List.

Eyelet Tool Co.



Manufacturers of

Eyelet Sets and Leather Punches,
Drive or Belt Punches,
Burr and Rivet Sets, etc.

Send for Catalogue.

42 Lincoln St. BOSTON.

SUPPOSE

Your "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

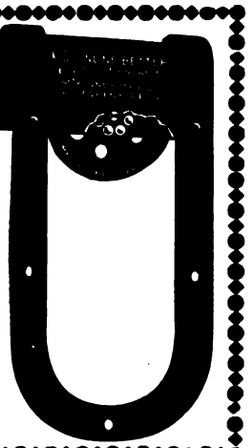
"HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :

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"NONE BETTER"
STEEL DOOR HANGERS.

Track ▮ Stay Rollers.
. . . . Hinges ▮ Butts.



Our Goods are all right. - - - Our Prices are all right.

McKINNEY MFG. CO., **Allegheny, Pa.**

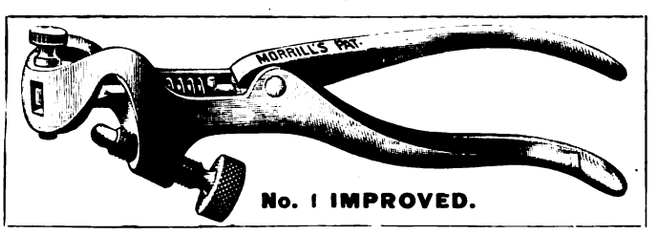
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.

TRADE ⊕M⊕ MARK

Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



TRADE ⊕M⊕ MARK

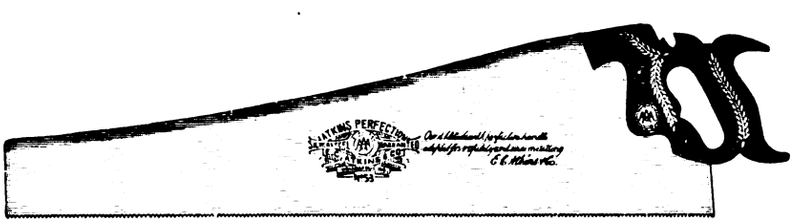
Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue. **CHAS. MORRILL,** Broadway Chambers, Broadway and Chambers St., N. Y.

..IF YOU ARE AFTER TRADE....



ATKINS SAWS

WILL BRING IT YOUR WAY.

E. C. ATKINS & CO., Manufacturers,

INDIANAPOLIS, IND.

Memphis, Tenn. Minneapolis, Minn. Atlanta, Ga. Portland, Ore.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



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Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
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Quality in paints.

If you are looking for good paints—good in every sense of the word—in which quality is an important feature, and that you can offer your customers, with the assurance of giving satisfaction in wear and appearance, you will find the

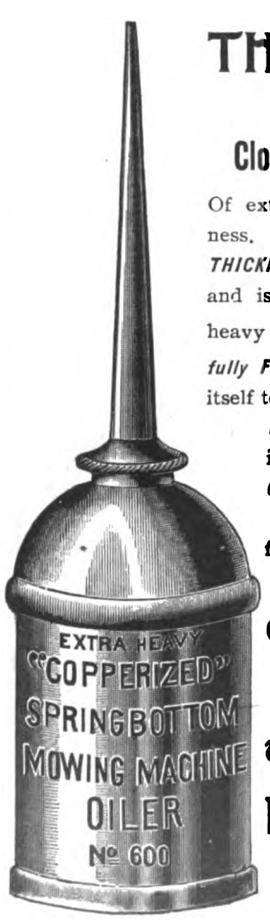
HARRISON PAINTS

just what you want. They are the most economical.

Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St., NEW YORK.
47 Lake St., CHICAGO.



THIS CAN

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR SPRING DELIVERY.

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN. . .

RUBEROID HELPS GERMANY FIGHT THE CHINESE.

We do not want **P. & B. RUBEROID** to steal any German thunder, but it is helping in the little Asiatic diversion just the same. After carefully testing all roofings (to select a good one for the big barracks sheltering the German allies in China),

THE GERMAN GOVERNMENT ORDERS RUBEROID.

We have just shipped a large quantity from Hamburg, each package bearing the label shown below.

P. & B. RUBEROID ROOFING is proof against weather, water, heat, steam, acids, alkalies, gases, etc. Economical, because durable.

Kaiserl. Feld-Intendantur des Ostasiatischen-Expeditions-Corps, Tsingtau.

RUBEROID DACHPAPPE.

(TRANSLATION), "Imperial Field-Intendency of the East Asiatic Expedition-Cerps to Tsingtau. Ruberoid Roofing."

It's "all up" with the Chinese.

THE STANDARD PAINT COMPANY,
NEW YORK, 79-81 John Street. CHICAGO, 189 Fifth Avenue.
For sale in Philadelphia by Frank S. De Ronde Co., 48 N. 4th St.

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THE NEW YORK PUBLIC LIBRARY
ASTOR, LENOX AND TILDEN FOUNDATIONS

HARDWARE

At the regular meeting in August of the board of Governors of the Hardware Club of New York, the following gentlemen were unanimously elected to membership in the club: Henry H. Hogins, 130 Pearl Street, New York; Daniel Arthur, 188 Front Street, New York; Archibald Paull Mitchell, 275 Broadway, New York.

Thomas W. Munroe, New York store manager of the Allerton-Clarke Co., returned on the City of Rome last week from his vacation trip abroad, having been "on the go" for six weeks. He visited every point of interest in England, Scotland and Ireland, after having become satiated with the glories of the Paris Exposition and the Parisian sights of vivid description. He fully enjoyed a vacation which was an ideal one for a Gothamite.

T. H. Gossett, who for nine years has been well known through the Hardware trade as the Southern representative of John H. Graham & Co., has recently joined the staff of salesmen representing the Peck, Stow & Wilcox Co., Southington, Conn., and New York City, in whose extensive establishment he will occupy a similar postion to that previously held by him.

The Michigan Wheelbarrow & Truck Co., of Saginaw, Mich., were incorporated in May, 1900, and have a very complete plant—all new. Machinery is not all installed as yet, but they have been making goods for some time. Practically forced to do this on account of the receipt of a large number of orders, both domestic and foreign, in reply to their announcement sent out a few weeks ago.

Hobart B. Ives, of the H. B. Ives Co., New Haven, Conn., returned last week from a delightful visit to the Paris Exposition. Coming back on the City of Rome, and having superb weather conditions, he returns greatly rested and refreshed. He took a flying trip through England, visiting many points of interest; passed over to Scotland and Ireland, seeing more in the allotted time than he believed would be possible during an absence of only six weeks.

The Pacific Coast Hardware and Metal Association recently elected the following officers for the ensuing term: President, Charles F. Tay, of the George H. Tay Company, San Francisco; first vice-president, Frederick Motte, of Motte & Hunt, Tacoma; second vice-president, L. C. Sheller, of the Union Hardware and Steel Company of Los Angeles; third vice-president, T. D. Honeyman, of H., De Hart & Co., Portland; treasurer, Joseph Sloss, of Miller, Sloss & Scott, San Francisco; executive committee: Wakefield Baker, A. A. Watkins, A. L. Scott, H. J. Martin, W. R. Wheeler, Andrew Carrigan and George S. Scovel.

The Michigan Stove Co., Detroit, Mich., and Chicago, Ill., who are noted for publishing gems of the printer's art as a part of their usual advertising, have recently issued for trade distribution a large hanger covering ten square feet, in which is illustrated five distinct views of the "Art Garland," their most distinctive production in the way of parlor stoves The hanger is made very attractive with a large distribution of roses and other floral ornamentation, showing quite a display of high art that ought to make a stove dealer fairly hustle to get the specimen of stove art so happily pictured early on his floor.

The Enterprise Mfg. Co. of Akron, Ohio, have recently reorganized the company, and greatly increased their facilities for the manufacture of fine fishing tackle, a greatly increased trade in which they have early anticipations of experiencing this season. They announce that a new price list is in the hands of the printer, which they hope to mail to the trade at an early date. They have recently added to their business a large and well equipped fishing reel plant, and their line of fish hooks has been largely augmented by the acquisition of the factory of the American Fish Hook Co. of New Haven, Conn.

The monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, September 12, promptly at 5 o'clock P. M. Dinner will be served at 5.15 o'clock P. M., the business meeting taking place immediately after the dinner. As this is the first Fall Meeting, the committee did not engage any regular speakers, it being desired that every member should come prepared with some fresh ideas relative to the Retail Hardware Business, and what is for the welfare of the association. The replies to the circulars sent out some months ago to the manufacturers of Connecticut will be offered for consideration. The Entertainment Committee consists of Austin H. Decatur, Boston; Ernest C. Howard, Whitman; and Elihu F. Turner, Boston.

The Executive Committee of the Wisconsin Retail Hardware Association held a meeting at Fond du Lac on Aug. 23d, at which the programme for the next annual meeting in February, 1901, was arranged. The committee also instructed the secretary, C. A. Peck, Berlin, through the medium of trade journals or by circular, to offer five prizes of $10, $8, $6, $4 and $2 to the Hardware traveling salesmen who should secure respectively the first, second, third, fourth and fifth largest lists of new members between September 1 and February 1 next. This step was taken wisely in view of the committee's firm belief that Hardware traveling men, from their close friendly relations with the retailer, can, if interested, present the matter of affiliation with the association to the trade at much less expense than in any other way. From all the reports presented the association was shown to be in a flourishing condition, and congratulations were expressed on the progress made thus far.

A law passed during the last session of the New York Legislature, and which went into effect on September 1, is worthy of close attention. The law provides that hereafter no person or persons shall carry on or transact business in the State under any assumed name or under any designation, name or style, corporate or otherwise, other than the real name of the individual or individuals carrying on such business; unless, after filing in the office of the clerk of the county where such business is carried on, a certificate setting forth the name under which the business is to be transacted and the true full name or names of the person or persons conducting the business, with his or their post office address. Persons now carrying on business under an assumed name, or under any designation other than the real name, are required to file a certificate such as is above described within 30 days after the Act takes effect, and any person failing to file such certificate is declared guilty of a misdemeanor. The object of the law is to prevent the use of assumed names or of corporate names where there is no real incorporation.

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HARDWARE

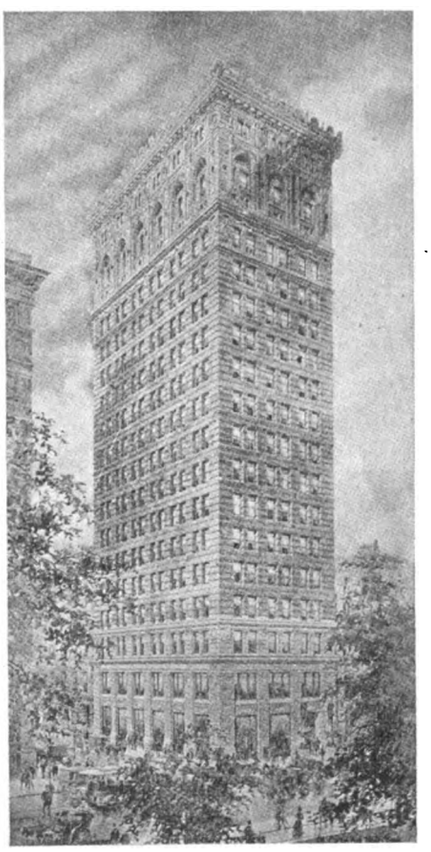
VOL. XXI. SEPTEMBER 10, 1900. NO. 11.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

L. E. MITCHELL, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
W. C. BRUNDAGE, - - Business Manager.
HENRY HOPKINS, - - Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

The extremely hot weather with which September opens has retarded large orders for such goods as are demanded for Fall requirements, it being difficult for a buyer to think any hurry is essential in making up memoranda for snow shovels, ice chisels, skates, stoveboards, etc., goods suggestive of freezing weather, which just now seems at quite a distance, as the present weather has proved a warm proposition.

It is difficult to find a buyer who is not fully imbued with conservative views, regarding the trade and prices governing Hardware transactions for the next four months. Orders are given covering assortments ample enough, but invariably for quantities which indicate a belief that supplementary orders, if deemed advisable, can follow at a later date, and without any worriment as to fairly prompt shipments. For any fullness regarding special requirements that could possibly extend beyond January first, the manufacturers will have to wait until the season is over, and when the possible light trade, which a Presidential election frequently induces and encourages, has had its influence, and done its worst.

There seems to be less discussion prevailing of a political character, national rather than local, during the present campaign, the result being fairly anticipated, arising from the desire for a continuance of the same enjoyable state of affairs, with no wish to disrupt and antagonize present policies, while the labor of the country is fully employed at good wages, and while our crops are being disposed of at record rates that indicate increasing comforts, lessened indebtedness and growing savings bank deposits.

Builders' Hardware is meeting a steadily increasing demand, which will continue through next year, following readily upon the settled prosperity we are so proud to boast of. Our merchants and mechanics demand habitations in harmony with big wages and good profits, and houses are repaired or erected to meet these views, filled with comfort-creating appliances that emanate usually from the assortment filling the store of the Hardwareman and his co-workers.

In the large cities a number of small buildings are in course of erection, to satisfy a demand for buildings more moderate in their dimensions and suitable for fewer families. The strikes prevailing last Spring in several places, notably Chicago, did much to retard the growth of this class of investment. The changes now resulting make a forward movement desirable in this direction, and during this Fall great improvement along these lines will be noticeable.

Travelers are doing very well considering the weather acts as a drawback to some extent, as far as encouraging quantities are dwelt upon; the fluctuations in quotations are by no means as frequent as they were a month ago The inconsiderate buyer frequently shows a disappointment in not getting 15 per cent. concessions from manufacturers who only made 20 per cent. advances. The heavy Hardware trade did the best to keep pace with advances on the raw material during the boom, and it has had the discouraging role to play in leading off in the frequent reductions which an easier market on steel and iron naturally calls for.

The greatest encouragement given to the jobbers in their trade relations with their customers is the absence of the customary slowness in making settlements which was formerly characteristic of the unfavorable times. Now everybody seems to have money to burn, and cash discounts are availed of by many of the old-timers who didn't hesitate to take three months' time to decide on paying a "cash" bill.

The East is no longer called upon for money to move the crops; the West and South with markets to dispose of their crops nearer home, find all the cash necessary for the purpose quite near at hand, and other products than wheat, corn and cotton are actively employed under equally as promising influences.

Favorable reports are received as to a probable demand from the prosperous farmers and planters for more improved machinery and increased facilities for handling largely increased crops in many sections. With the addi-

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tion of these labor-saving machines the farmer's ambition for an annually increasing crop area and a greater number of acres under cultivation, becomes possible. The anticipations are that the crops for the coming year will show more largely than ever before in so short a time, how willingly the farmer's profits are placed with the merchants in a demand for the latest improvements, and the expansion of our agricultural development through such intelligent actions; and the resultant profits will add greatly to our national wealth in sections especially where of old farm mortgage companies declared dividends based on the impoverishment of the agriculturist and the unprofitable nature of his products.

Business Morality.

The following extracts from an address by John R. Ainsley, delivered before the convention of the National Association of Credit Men in Milwaukee, have a right royal sound. Mr. Ainsley has given the subject proper consideration, and his language is full of food for suggestive thought. He said in part:

"Morality is the practice of the moral and social duties, and conformity to the standard of rectitude, honor, character and integrity. The laws of the land, originating in the wisdom of man, and brought into operation by business and social requirements, are designed to regulate human authority and conduct. Human laws are full of imperfections, necessitating almost constant revision, according to the times and influences; but moral laws are of higher origin and greater force, and in order to determine whether an action which we are about to do is right or wrong in view of morality, we should inquire of our reason or conscience.

"Webster defines a contract as an agreement between two or more persons, whereby, for a sufficient cause or consideration, each undertakes to perform, or to abstain from performing, some particular act. In other words, they promise to, and expect from, each other something in the accomplishment of which their contract or arrangement will be fulfilled.

"In business customs, this promise or agreement to exchange one value for another and to transact an honorable business is practically expected, and should be so understood and practiced by every firm and individual, whether buyer or seller, interested and engaged in the handling of merchandise, or in any business or profession. A merchant purchasing goods expects them to be free from imperfections, perfect in finish and correct as to size, weight or measure. The seller knows he expects this. He, therefore, is in honor bound, by recognized business principles, to furnish perfect goods, or to make known their defects. If he conceals the fact and does not explain that these conditions do not exist, but allows the customer to depart with a false impression, then he has morally neglected to consummate his part of the contract, and deserves the condemnation and contempt of every honorable business man.

"Some buyers find it difficult to resist the temptation to depreciate the value of the goods they desire to purchase, sometimes affirming that other merchants make lower prices, that the market is overstocked, and unless Mr. A. does as well by them as Mr. B., they will transfer their trade to the latter; while others proffer increased trade, provided they are taken care of in the way of bribes, presents, division of commissions and other unfair and unreasonable conditions. Often, after goods have been delivered, claims are made that prices are incorrect, the buyer, in many instances, succeeding in owning his purchase a little less, owing to the fear of the merchant selling the goods that expenses larger than the amount claimed would be incurred by having the goods returned.

"The temptation to shady transactions of every kind is far too prevalent, and the records of every nation illustrate the truth that no position, trade or profession is proof against the influence of temptation. Incompetent buyers are more than willing to palm off an inferior article for a better; adulterations, short measures, deceitful weights, false balances and similar practices are undoubted evidences of the unscrupulous rapacity and avaricious greediness for wealth. A statement was made by a party whose veracity is unquestioned that, just previous to the annual visit of the sealer of weights and measures, a firm, doing a large business in one of our large cities, would conceal the weights used in the regular course of trade, and produce for his inspection those which were correct and as required by the law."

Our Rapidly Expanding Commerce.

The exportation of manufactures continues to form the most striking feature of our rapidly expanding commerce. A year ago the record of a million dollars a day for every business day in the month was considered a phenomenal one; now a record of a million dollars a day for every day in the month, including Sundays and holidays, is the ordinary every month affair. Even in July, which is usually a dull month in exporting, the total exports of manufactures were $34,545,042, and formed over 35 per cent. of the total exports of the month, while for the seven months ending with July the total exports of manufactures were $268,309,189, forming 33.66 per cent. of the total exports during that period. In 1860 exports of manufactures formed 12 per cent. of the total exportations; in 1870, 15 per cent.; in 1880, 12 1-2 per cent.; in 1890, 17.8 per cent.; in 1895, 23 per cent.; in 1899, 28 per cent.; in the seven months of the calendar year 1900, 33.66 per cent., and in the month of July, 1900, 35.05 per cent. In 1860 the exports of manufactures averaged 3 1-2 millions per month, in 1870 they were a little over 5 millions per month, in 1880 they were less than 10 millions per month, in 1890 they were 12 1-2 millions per month, in 1899 they were 28 millions per month, and in the fiscal year 1900, 36 million dollars per month.

This rapid growth in the exportation of manufactures is particularly gratifying when compared with that of other nations which have heretofore chiefly supplied the world's markets in manufactured goods. In 1860 our total exports of manufactures were but $40,345,892; in that year those of the United Kingdom were $613,358,262; by 1870 our own exports of manufactures had increased to $68,279,764, and those of the United Kingdom were $900,168,224; in 1880 exports of manufactures from the United States were $102,858,015, and those from the United Kingdom were $970,681,400; in 1890 exports of manufactures from the United States were $151,102,376, and those from the United Kingdom were $1,089,155,787; in 1900 exports of manufactures from the United States had reached $432,284,366, while those from the United Kingdom in 1899, the latest available year, were practically the same as in 1890, being $1,092,563,072. Thus it will be seen that our exports of manufactures are now 10 times as much as in 1860, while those of the United Kingdom are but 1 1-2 times as much as in 1860.

The following table shows the exports of manufactures from the United States and the United Kingdom, respectively, in 1860, 1870, 1880, 1890 and 1900:

	Manufactures exported from— United States.		United Kingdom.	
Years.	Value.	Per cent. of total exports.	Value.	Per-cent. of total exports.
1860	40,345,892			
1870	68,279,764	31.54	7,092,563,072*	84.84*
1880	102,856,015	12.76	613,358,262	92.75
1890	151,102,376	15.00	900,168,224	92.68
1900	432,284,366	12.48	970,681,400	89.42
		17.87	1,089,155,787	84.93

*1899, the latest year available.

The Krajewski, Pesant Co., New York City, have received a contract from the municipality of Havana for the supply of all the equipment for the telephone and telegraphic departments of the Cuban capital

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION.—Some time ago a customer ordered a certain quantity of goods to be sent by freight. The order was filled within four days after its receipt; it took ten days longer for the shipment to reach him. He accepted the goods and paid the freight, but returned one-half of the goods, claiming that they arrived too late for his purpose. Kindly inform us whether, in your opinion, first, we would be justified in claiming that we filled the order with proper diligence; second, should we have sent the goods by express instead of by freight, and, third, if he accepted any part of the goods should he not accept all.

REPLY.—Whether or not the delay of four days after the receipt of an order and before filling it is a reasonable time in which to comply with the order would be a question of fact to be determined by a jury. We are of the opinion that a delay of four days in filling an order is not an unreasonable delay. The further delay of ten days while the goods were in transit should not be considered, since the goods were sent by freight, according to instructions of the vendee, and the delay was caused through no fault of yours or your agent. The vendee specified the means of transit and he cannot complain that you did not use a quicker means of transportation than that indicated by him. If the vendee accepts the goods and pays the freight upon them, he cannot return a part of the shipment on the ground that it arrived too late for his purpose. The vendor has the right to regard the contract as an entirety, and as such to enforce payment of the full amount of the contract price.

QUESTION.—First: If an American couple while abroad have a child born to them, would that child be an American and entitled to vote when of age if the parents still claimed the United States as their residence? Second: Have they any law in Newport, R. I., which deprives a man of his vote unless he is worth a certain amount of money or is a property holder?

REPLY.—A child born abroad of American parents would be entitled to vote when he became of age, provided he complied with the requirements of the election law as to his residence before election. He is an American citizen, and is entitled to all the rights and privileges of a citizen born within the United States. Second: There are now no States in the Union which require the possession of property as a requisite for voting at a general election. Many States, however, have statutes imposing certain restrictions on local voting. Section 1 of Article 7 of the Rhode Island Constitution provides that "No person shall, at any time, be allowed to vote in the election of any city council of any city or upon any proposition to impose a tax or for the expenditure of money in any town or city unless he shall, within the year next preceding, have paid a tax assessed upon his property therein valued at at least $134." This restriction is purely local in its character, and would have nothing whatever to do with one's right to vote at a general election.

QUESTION: A short time ago a man came to my store and gave me a large order for a quantity of shovels and pitch forks, to be delivered at a future date. I had sold to this man before and believed him to be reliable. He has refused to accept the goods in question, and I have learned that he was slightly under 21 years of age when he made the contract. He looked like a man of about 25 years of age, and he told me on several occasions that he was over 21 years. Has this party a right to break this contract on account of his being under 21 years of age?

REPLY: All contracts by an infant, except a contract of marriage, are voidable by the infant at any time before he reaches his majority and for a reasonable time thereafter; that is to say, an infant may affirm or disaffirm a contract made by him during his infancy. The fact that he represented himself to be of age will not make him liable on his contract, although, if he had received the goods, he could be compelled to return them if he did not dispose of them. A state of facts then arises, where, if the goods had been purchased by an adult and were not paid for by him, the vendor would have two causes of action against him—one on the contract and another for the purchaser's wrongdoing or conversion of the goods in question or his misrepresentation. An infant is responsible for the torts and wrongs he may commit, although he is not responsible for the contracts he enters into. We are, however, of the opinion that the case you describe is a case where the tort of the infant is so merged and wrapped up in the contract that he would not be responsible to you for damages.

QUESTION: A certain party owes me $90, and has given me a note to secure its payment. The note is past due and has not been paid. Is it necessary for me to have a lawyer in order that I may get a judgment against my debtor?

REPLY: If an individual has sufficient knowledge of the practice of law, and is competent to draw the necessary pleadings in an action, there is no reason why he should employ a lawyer to perform these services for him, unless he desires to do so. It is, however, much wiser for a layman to place matters of this kind in the hands of a lawyer and and not to attempt such a matter himself. A lawyer having a cause of action of his own will often prefer to have another lawyer conduct the case, as one not a party to the action and not vitally interested is frequently able to accomplish much better results than the real party in interest. We would advise you to employ a lawyer, and are of the opinion that his services will cost you less than it will cost you to escape from difficulties which you are almost sure to fall into if you attempt the matter yourself.

QUESTION: I have carried on my business in the same store for two years. When I rented the store there was a verbal agreement with the agent that the rent would not be raised while I occupied the store. He now notifies me, four days before the end of the month, that my rent hereafter is to be five dollars more than I have been paying. I pay rent on the first of each month, and have hired the store by the month in this way for the last two years. Is it legal for the landlord to demand increased rent on such short notice?

REPLY: If you have hired the premises in fixed definite periods of one month each, your tenancy ceases at the end of each month and a new tenancy springs up at the end of each month. In this tenancy you or your landlord would have the right to terminate your relation as landlord and tenant on the last day of the month without any notice whatever. If, therefore, the landlord notifies you four days before the first of the month that thereafter you must pay more rent than you have been paying, if you desire to occupy his premises, you have the right to accept or refuse the new terms of rental. If, therefore, you wish to remain, the landlord's proposition being one which he had a right to make, you must pay the increased rent. If you had rented the premises for an indefinite period and paid rent monthly, the tenancy would have been one from month to month and you would have been entitled to thirty days' notice before your landlord would have the right to raise your rent or terminate your tenancy. If you think that this latter state of affairs is your case, and under the former, as we have understood it, we would advise you to consult a lawyer at once.

Jagway—Did you have a good time at that stag dinner the other night?

Toperly—The greatest time I ever had! Why, I can't remember a thing that happened.—*Ex.*

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PARAGRAPHS FROM THE INDUSTRIAL FIELD.

There are now over 500 street railway corporations in Pennsylvania, where 80 years ago there were only about 60 The remarkable increase is due almost entirely to the adoption of electricity as a motive power for such roads.

The copper production increased from 535,900,232 pounds ($63,129,047) to 581,319,091 pounds ($100,916,994). The main increase was in Arizona. Montana showed a slight increase and Lake Superior fell off.

The pearl fishing industry of Western Australia is of considerable extent, many fine pearls being obtained every year. The average value of each pearl, several thousands of which are obtained annually, is about $5.

Horses and cattle are prevented from wasting their feed by a new feed box, which has its sides extended to the height of the animal's shoulders, with a slot in each side deep enough to allow the feed to be reached, the sides forcing the animal to hold its head over the box while eating.

The heaviest interest payers in July among the railroads were Chicago, Milwaukee & St. Paul, $3,345,887; Southern Railway $2,057,055; Chicago, Burlington & Quincy, $1,929,035; Union Pacific, $1,928,160; Baltimore & Ohio, $1,997,937; Pennsylvania Railroad, $1,546,659; Great Northern, $1,527,711, and Erie, $1,514,709.

The exports of electrical machinery for the eleven months ending May, 1898, amounted to $1,883,306, and for the same period of this year $3,834,317. The exports of electrical instruments and apparatus for the eleven months ending May, 1898, were $2,521,280, and for the same period this year $5,876,618.

The domestic production of gold in 1899 was 3,391,196 troy ounces ($70,096,021), against 3,148,642 troy ounces ($65,082,430) in 1898. The production of silver was 57,126,834 troy ounces ($34,036,168), against 56,755,032 troy ounces ($33,065,482). Besides the production reported, 1,423,349 ounces of gold and 40,542,858 ounces of silver were smelted in the United States from imported ores.

The total value at the place of production of the mineral and metal output of the United States in 1899 was $1,211,361,861, as against $861,751,017 in 1898. These amounts are quite unexampled in the history of the mineral industry. Of this vast sum ores and minerals contributed $580,836,062 in 1899 and $440,997,150 in 1898; metals, $496,057,320 in 1899 and $312,650,587 in 1898; secondary products, $63,996,969 in 1899 and $49,095,010 in 1898; while the value of metals smelted or refined from foreign material was $70,471,540 in 1899, and $59,008,000 in 1898.

The world's production of manganese ore in 1899 was 800,000 tons, of which 369,000 was supplied by Russia, 140,000 by Spain and Portugal, 77,000 by India, and the remainder by other countries of which Brazil is the head with 62,000 tons. Europe consumes about 600,000 and the United States 200,000 tons. The industry is assuming large proportions in Brazil of late. One property alone raised its exports from 1,430 tons in 1894 to 15,610 in 1898 and 28,400 in 1899, and another, commencing with 5,400 tons in 1897, exported 34,000 tons in 1899, during which year also other properties began exporting.

The total volume of circulation on August 1 amounted to $2,087,353,408. This represents an increase of over $156,200,000 as compared with the corresponding date a year ago. The circulation per capita is put by the Treasury experts on the basis of an estimated population of 77,956,000 on August 1 at $26.78. This represents an increase of 28 cents for the month and of $1.47 as compared with the corresponding date of last year. This is an immense gain, far outstripping the growth in population, as will be seen by any one who takes the trouble to make the comparison.

The total production of coal in the United States in 1899 was 252,115,387 short tons ($276,147,056), against 218,333,833 ($210,619,791) in 1898. The production of anthracite was 60,577,398 short tons ($103,648,780) in 1899, against 52,848,605 ($81,445,937) in 1898. Kentucky produced 36,639 short tons ($91,597) of cannel coal, against 49,889 ($134,700) in 1898. The remainder of the output each year was bituminous. The total production of coke in 1899 was 18,025,256 short tons ($42,081,002), against 15,938,556 ($31,109,680) in 1898.

Among the railroads the leaders at this time in size of dividends are Chicago & Northwestern, $1,565,355; New York Central, $1,437,500; New Haven, $1,066,172, and Lake Shore, $1,731,332. A good portion of the last sum, however, goes into the treasury of the New York Central Railroad. Among the industrials the heavy disbursements for dividends made by the copper mining companies are noticeable. Amalgamated Copper pays out $1,500,000; Calumet & Hecla, $1,000,000, and the Tamarack Mining Co., $420,000. The Western Union Telegraph Co. pays $1,216,759, and the American Telephone & Telegraph Co. continues dividends at the same rate paid for many years by the old Bell Co.

The New York Central Railroad is building 141 bridges at different points on the main line between New York and Buffalo, representing 32,000 tons of material and requiring the almost undivided attention of the whole engineering department. But this is not the only kind of improvement now being carried on by the road. There is now under way the construction of new car yards at De Witt, N. Y., which will have room for 3,000 cars. Besides this, every inch of track is being gone over for repairs. Every switch, signal tower, water tank, coal bunker, ash can, etc., along the line is being repaired or replaced, and on this work alone an unusual amount of money is being expended.

It is stated that although England was the birthplace of the Portland cement industry, she no longer has a monopoly of it. Her annual production is now between 7,000,000 and 8,000,000 barrels, that of France barely 3,500,000 barrels, and Germany's output from 18,000,000 to 20,000,000 barrels. Moreover, the quality of the German product is so excellent, and its makers have urged its merits on the attention of American engineers so vigorously, that large quantities of the article have been imported to this country. In 1883 the consumption was about 500,000 barrels, and nearly that amount was imported. In 1891 Americans consumed nearly 3,500,000 barrels and produced less than 500,000 barrels, or about one-seventh of the consumption. Three or four years later, however, the American industry spurted. By 1897 our production exceeded our importation, the former nearly amounting to 3,000,000 barrels and the latter falling to the vicinity of 2,000,000 barrels. Last year the United States produced 5,200,000 barrels and imported 2,300,000 barrels.

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Ruberoid and the Chinese.

No matter in what part of the world any important move is made, a little observation generally discloses the eloquent fact that Americans, or, to be more exact, American products, are taking an active part therein. Our manufactures are, in a surprisingly rapid manner, sailing "broadside on" against foreign competition—the quality of the American goods usually winning the battle.

As interesting evidence of the part taken by American products in international affairs comes the news from Germany that the big barracks being erected for the shelter of the German troops sent to join the allied armies in the movement against the Chinese are being constructed in a manner most complimentary to at least one of our home industries.

After careful investigation of the subject of a proper roofing for the many big buildings in which the Germans are quartered, P. & B. Ruberoid Roofing was selected—the tests of the various roofings having resulted overwhelmingly in favor of P. & B. This news should be very gratifying to the manufacturers, The Standard Paint Co., headquarters in New York, a progressive concern which has made the trade mark "P. & B." known all over the world.

Like the famous P. & B. Insulating Papers made by this company, P. & B. Ruberoid Roofing is claimed to be proof against weather, water, heat, steam, acids, alkalies, gases, etc. The makers say that, containing no tar, it will not melt and run, and, having no paper in its construction, it does not absorb moisture and rot away.

The German troops should rest comfortably and coolly in their Ruberoid-covered quarters.

Paper Rope.

Paper rope is manufactured by the Ironmongers' Rope Works, Limited, at Wolverhampton, England, and is highly recommended for power transmission. As the same company manufactures cotton rope with which the paper rope competes, this recommendation carries considerable weight with it. Paper rope is of a light fawn color, fairly smooth to the touch, slightly lighter than cotton rope, and is very pliable even to 1 1-2 inch diameter. These ropes are manufactured similar to other ropes, and are made up of three strands each, each strand being made up of a number of smaller strands. The rope is treated with boiled oil, making it practically waterproof. Its tensile strength is not as great as that of cotton rope, but it is said not to wear internally as do these other ropes. The rope can be spliced like any other rope, though the makers are introducing a metal coupling to do away with splicing, and this is said to both make a better connection for power transmission work, and also to effect a great saving in time as compared with splicing.

Experiments recently conducted to find out the driving power of ropes made of different material were carried on. A single grooved pulley of approximately 24 inches in diameter fixed on a horizontal shaft revolving at a rate of 54 revolutions per minute was used, and ropes of different material were placed in the pulley groove. One end was attached to a spring balance fastened to the floor, and on the other end weights of varying sizes were hung. The results obtained were as follows:

Rope.	Pull with 7 pounds.	Pull with 14 pounds.	Pull with 28 pounds.
1-in. manila	34 pounds.	84 pounds.	126 pounds.
1-in. white cotton, prepared.	45 pounds.	80 pounds.	135 pounds.
1-in. paper	63 pounds.	105 pounds.	189 pounds.

In all cases the pull had a tendency to decrease when the experiment had been proceeding for a minute or so. With the paper rope this was less marked than with others, and a point was soon reached when the pull remained, as nearly as could be told, constant. There was a slight vibration of the spring gauge pointer, which made readings to a pound difficult. The ropes were examined after the test. The cotton and hemp showed signs of fraying; the paper was simply polished. If similar results can be obtained in practical work there seems to be a field for this new rope.—*Science and Art of Mining.*

Graphite for Automobiles.

Graphite, which plays an important part in the mechanical arts of the world, is found very useful in reducing friction in automobiles.

A very finely powdered graphite when introduced into the cylinders of either steam or gas automobiles very largely assists the oil which is usually employed for the purpose of lubrication.

It seems to be agreed by all engineers that no vegetable or animal oil should be used for the lubrication of engine cylinders. Mineral oil only should be used, but even the best mineral oil in the cylinders of gas engines chars under very high heat, due to the combustion of gases. The heat in a gas engine cylinder is said to be from 1200 to 2000 degrees F., and graphite only is able to bear this extreme heat.

Special graphite lubricants are prepared for the gears of both electric, steam and gas motors. For the driving chains on steam or gas automobiles, graphite in some form should always be used, as it saves power and at the same time so thoroughly lubricates the links that it will prevent the chains from breaking.

When used for the chain, the graphite should not be used with any grease, as the sticky grease causes the dust and dirt to adhere to the chain, thereby practically shortening the chain and making it unnecessarily tight. The graphite should be used with a nice quality of vaseline or should be mixed with gasoline or turpentine, and applied to the chain. The gasoline or turpentine will evaporate, leaving a thin coating of graphite on the chain.

Those interested in the subject of graphite lubrication should write to the Joseph Dixon Crucible Company, Jersey City, N. J., who are authorities on the subject of graphite.

Advertising in Pompeii.

An interesting discovery at Pompeii has just been reported. In the course of recent excavations an advertisement pillar—"much resembling the pillars used for a similar purpose in Berlin at the present day"—has been brought to light. It was covered over with advertisement bills, one over another, forming a layer a little less than half an inch thick. They are stuck together with gum arabic—not paste, which we are told had not then been "invented" or "discovered," whichever may be the proper term. It really requires an effort to realize the fact that the people of Pompeii were actually without paper and paste; that they were obliged to write out their posters on papyrus instead of printing them on paper, and that the bill-sticker carried a gum bottle instead of a paste pot. The different layers on the pillar were, it appears, separable, and we learn that the announcements consisted of theatrical programmes and programmes of the arena, proclamations for the forthcoming senatorial elections, notices of tribal gatherings, festivities, etc. We confess to some disappointment that there were no tradesmen's advertisements among the bills. It would be interesting if we had a number of the business puffs of the period; what the storekeepers and the sandal makers had to say about bargains; what were the prices of fine Egyptian linen, warranted best quality; what the perfumers had in stock and the rates for the choicest perfumes—are such announcements yet to come to light, or did the Pompeiian storekeeper in the first century B. C. get a living without advertising?—*Dry Goods Chronicle, New York.*

The Penal Code of the Chinese Empire is at least 2,000 years old, and under its provisions about 12,000 persons are annually executed.

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THE TENDERFOOT.

"He's got grit 'nough," said Shorty Sam decisively. "What he lacks is judgment. He's like Hawkins' brindle pup that-a-way."

"How's that?" inquired Brooks. "Howd'y mean?"

"Never hearn tell of that?" Shorty Sam asked in surprise. "I s'posed everybody knew 'bout Hawkins' brindle pup. It's like this: Old man Hawkins had a bull pup—a savage lookin' cuss, which you wouldn't nacherly git f'miliar with. Waal, spite of his ugly looks and his ferocious temper, he was always comin' home all chawed up. One day Pete Tucker, who lived 'long side of old man Hawkins, happened to be standin' out'n front of his house when that dog come limpin' home, all chawed up as usual. Old man Hawkins was out'n front, too. Sez Pete to the old man:

"'That dog of yourn don't seem to be much of a fighter,' sez he. 'He's always gettin' licked,' sez he.

"'Don't you gamble almighty hard that-away,' sez Hawkins, ''cause if you do you'll lose your wad. That air pup's one of the derndest fighters y' ever see,' sez he. 'Yessir,' sez he, 'he's a great fighter, but h's a d—n poor judge of dogs.'

"That's the way it is with the Tenderfoot. He's too all-fired reckless, an' ain't got no judgment t' speak of back of it all. He'll find himself missin' some o' these days. The boys have all been stringin' him with no end of stuff, an' he believes most of it, thought I must say he ain't quite 's big a fool's most of 'em what comes out yere."

"What makes y' think he's gritty?" asked one of the party. "He ain't done nothin', has he?"

"Nothin' 'cept shoot at a mark," Brooks volunteered. "He's purty good at a mark. I'd like to see what he'd do 'gainst a grizzly."

"I know he's got the right sort of stuff in his makeup," said Shorty Sam, "by the way he stuck to that buckin' hoss after he'd been bucked off more'n fifty times."

"He's like the rest of 'em, though," said Brooks. "He's got some new-fangled city thing that he's been tryin' to spring on us in the way of ammunition. This time it's a kind of powder that won't smoke and won't do a lot of other things ordinary powder will do, an' I reck'n shootin' is one of them last."

"Where's he gone to-day?" Shorty Sam inquired.

"Huntin'," said Brooks with a laugh. "Up the canon after bar, I reck'n."

Everybody joined in the laugh this remark called forth.

"Speakin' of the devil," one of the men exclaimed, "here comes the Tenderfoot now."

"Evidently somethin's happened," said Shorty Sam. "He seems in a hurry."

The Tenderfoot was urging on his piebald pony and coming at a hard gallop. He drew rein in front of the party. It was easy to see that he was greatly excited about something.

"What is it, son?" Shorty Sam inquired, "bear or Injuns?"

"Bears," the Tenderfoot announced. "Two of them; big grizzlies at that. I saw them."

"Why didn't you shoot 'em?" asked Brooks.

"For two reasons," he replied. "First, because my pony got the wind of them and bolted, and second because I didn't care to tackle the two of them alone. Who'll go back after them with me?"

"You'd better go 'long, Shorty," said Brooks, with a wink. "You're the best shot, next to the shorthorn yere."

"All right," said Shorty Sam, and added gravely: "But as this yere seems to be a solemn occasion, an' as we may not git back with our skelps entire, I move we adjourn to the Shining Light an' make ourselves feel more resigned at the expense of the Tenderfoot."

"The motion's carried," said Brooks, and they proceeded to carry the same into effect.

"An' to think," said Shorty Sam in an aside to Brooks, "there ain't been a grizzly seen in the canon in the Lord knows how long. Won't I have a story for you when I git back!"

And so he did.

* * * * * *

"Hope y' have plenty of that smokeless powder 'long, son," said Shorty Sam, as they carefully wended their way up the canon. "Grizzlies are great on spottin' smoke from a rifle. Whoa! you blamed fool, you! What in blue blazes are you up to?" The latter part of his remark was addressed to his horse, which had suddenly stopped abruptly with a snort of fear.

The Tenderfoot, who was riding a little in the rear, quickly dismounted.

Shorty Sam was swearing softly but diligently at his pony and trying in vain to urge him forward.

"It's no use!" he finally exclaimed. "The infernal fool's got the devil in him when his mind's made up. Wonder what's wrong?"

"They smell the bears, I suppose," the Tenderfoot volunteered.

"To be sure," said Shorty Sam, "I come near forgettin' the bars," and he chuckled within himself at the prospect of the fun he was about to have with the Tenderfoot.

"I'll take the right hand side and you take the other," said the Tenderfoot when they had tethered their ponies and started forward with their rifles over their arms ready for business.

"Suit yourself," said his companion. "When you see a bar, just let me know."

They separated and made their way cautiously along the rough rock-strewn bed of the canon. Suddenly Shorty Sam brought his six feet three inches to a sudden halt, and with an exclamation used to express any sudden emotion, dropped behind a big rock. He looked about for the Tenderfoot, but the latter was nowhere to be seen.

"Vamoosed, I'll bet a stack of blues against a potato chip!" he exclaimed in disgusted tones.

The cause of his surprise was not far distant in the shape of a big grizzly. The bear was rooting around among the rocks, unconscious of the presence of an enemy. For some reason it had strayed away from its native haunts and had wandered into a region where a bear was seldom seen. Hence Shorty Sam's astonishment. But that gentleman wasted no time in speculation. He crept from cover to cover, working up the side of the canon, until he got within shot of the animal.

The position he had chosen furnished rather precarious footing, but he gave the matter no thought. He raised his rifle, aimed carefully and fired.

The bear whirled about with a roar of pain and rage. Again the rifle cracked and a thin bluish cloud of smoke marked the spot from whence the shot had come, and the bear charged blindly toward it.

Shorty Sam was about to fire again, when he heard a savage growl behind him that caused him to whirl around suddenly, and there, not more than a hundred feet away, was another grizzly bigger than the first one.

He involuntarily started back, and in so doing slipped and fell, and his rifle flew from his grasp, and as he fell the

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thought flashed through his brain that it was "all off" so far as he was concerned. But in the same moment he heard the crack of another rifle, and he raised himself in time to see bear number two pitch forward and then recover himself and glare about in search of this new enemy. But there was no telltale smoke to mark the spot where the enemy lay concealed, and before the bear could make up his mind just what to do besides growl, two more shots in quick succession settled all his earthly troubles for him.

Shorty Sam went to reach for his rifle, but discovered that his arm hung limp and useless at his side. Bear number one was clambering over the rocks not more than fifty feet away, and making the canon echo with its savage growls. It was weak from loss of blood, but had strength enough to make things interesting for the disabled man, who had been bold enough to attack it.

At that moment, however, a man leaped out from behind a pile of rocks on the other side of the canon, and came running toward the bear, shouting like mad and making more noise than the bear itself. The bear paused, undecided, and that was the man's chance. He raised his rifle and fired, and continued to "pump lead" at the bear and into the bear until the savage beast had ceased moving.

The man gave a whoop of triumph, which was answered by Shorty Sam, and then the latter opened his eyes wide in amazement.

"The Tenderfoot, or I'm a Greaser!" he cried. "Why, man alive, where'd you come from? I thought you'd vamoosed."

"Well, I like that!" the Tenderfoot angrily retorted. "What do you take me for, anyway?"

"I ain't got nuthin' more to say," said the other, sheepishly, "'cept to ask your forgiveness, which I do right now. I owe you my life. 'Taint worth much to anybody 'cept myself, but you're welcome to it."

"That's all right, old man," the Tenderfoot interrupted. "But you owe your life to L. & R. Smokeless and not to me. That's what did the business."

* * * * * *

"An' I want to say right yere," said Shorty Sam as he concluded a vivid narration of the events of the day at the Shining Light that night, "I want to say right yere that any man as wants to call the Tenderfoot a tenderfoot in my presence, or speak disparaging about that powder he uses—it's called L. & R. Smokeless—that man can prepare himself for an interesting time with me, sure as shootin'! Barkeep, git busy with the bottles, the drinks 're on mé." "FAYETTE."

Two Gold Medals for E. C. Atkins & Co.

In the official list of awards to American exhibitors at the Paris Exposition which were made public on Aug. 17 we note that two Gold Medals out of four hundred and eighty-six awards, were given to Messrs. E. C. Atkins & Co., the well known Saw Manufacturers of Indianapolis, Ind.

One of these awards was in Group IV., Department of Machinery, including all kinds of Saws operated by machinery, the other being in Group XI., containing their Hardware Exhibit of Hand Saws, Cross-Cut Saws, Wood Saws, etc.

That the superior qualities of their Saws, which have been so well established in the United States for many years, are thus recognized by the highest prizes awarded in the great world's Exposition of 1900, must be a source of gratification to the company.

This success, coming as it does immediately after the victory of the Atkins Saws in the recent International Sawing Contest in Australia, will have the effect of more firmly establishing the reputation of this brand in the markets of the world.

♣

It cost $1,500,000 per mile to build the underground railways of London.

Razor Strops.

Razor strops are made in hundreds of varieties, counting kinds, qualities, materials, sizes, styles and manner of finish. They are produced in this country to the number of millions annually, and American razor strops are exported to all parts of the world.

The very best of the swing strops now so extensively used are made of Russian leather. Strops of this kind, with the very simplest sort of mountings at one end to hang the strop up by and at the other end to hold it by, cost from $1 to $2 each. Strops of imitation Russian leather are sold as cheaply as 50 cents. Fine Russian leather swing strops with silver mountings range in price from $5 to $25 each.

After those of Russian leather the best swing razor strops are made of horsehide, of which, in fact, a very large proportion of all swing strops are made. Horsehide strops are produced in great variety, genuine horsehide strops being sold at from 25 cents to $1.25 each. Imitation horsehide strops, made of cowhide, are sold at various prices, from 10 cents to 75 cents each. Swing razor strops are made also of calfskin and of porpoise leather.

Perhaps 5 per cent. of the swing strops sold consist of the leather alone, but the great majority of them, of whatever kind, grade or quality, consist of two parts, the leather strop and a strop of corresponding dimensions of cotton or linen. On cheap strops this part is of cotton; on the best strops of whatever kind it is of the best Irish linen, woven in the form of a hose and then flattened into strop form.

There is a swing strop that is reversible. If the face of the leather is cut in use the strop attachments are such that the leather can readily be turned. There is also a swing strop that rolls up like a window shade into the attachment from which it swings on the wall.

Hand strops, the familiar two-sided and four-sided strops, with a handle at one end, are made in very great variety, including, for example, traveling strops, one sort of which, small in size, has a handle that unscrews and can be dropped inside a place made to receive it in the strop.

Besides the hand strops of solid construction with two or four sides there are hand strops whose sides are composed of leather straps drawn at either end over a supporting framework, which can be tightened by turning up on the handles.

Hand strops are sold at various prices, ranging from 15 cents to $4 each; silver mounted hand strops run up to $25 each.

By no means every man that shaves himself and has a razor strop of some sort has also a razor hone, or stone; as a matter of fact, not one man in a hundred, perhaps not one in a thousand, has one. There are men that hone their own razors, using, perhaps, a stone that came down to them from their father, or it might be from their grandfather. And stones can be bought, if one wants them that way, in a silver box. But as a rule when a man's razors need honing he is more than likely to take them to the barber's; so that the razor stone is virtually a professional implement, used almost exclusively by the barbers.

Of razor stones there are two general kinds, almost all of which, of both kinds, are imported, the water stones, as they are called, because they are used with water, from Germany, and the oil stones, used with oil, and called Belgian oil stones, from Belgium. Some barbers use one and some the other, and some use both. Of course the razor stone is a very important part of the barber's kit of tools, and he values a good stone highly. And a good razor stone is rather a costly thing.

German water stones cost from 25 cents to $2 each, and Belgian oil stones, according to the grit and quality, from 75 cents to $5 each, these prices being for stones from six to fifteen inches in length, eight inch and ten inch being the sizes most commonly used.

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New Uses of Aluminum.

Ten years ago one heard little about aluminum. It has been known as a solid metal for almost fifty years, but its cost had barred it from general use. In 1885 two and one-half tons of aluminum represented the world's yearly output of the metal. To-day the United States is producing approximately 20,000 pounds daily.

Improvements in the process of production account for this astonishing change in conditions, and for the fact that within ten years the price of aluminum has fallen from $5 a pound to about 33 cents. The details of the process are protected by patent, and some of them are not given to the outside public, but the general features are well known and easily understood, the most important being a process of pure electrolysis, which separates the aluminum from the gas oxygen and the metal is put into the form of sheets, wire, or tubing for the market. Until within two years it was practically impossible to purify the metal to a degree higher than 98 per cent., and the 2 per cent. of impurity has caused deterioration in the metal and interfered with its utility. Now that difficulty has been overcome and aluminum is from 99 1-2 to 99 2-3 per cent. pure. Another improvement has been in the manufacture of light and strong alloys. Aluminum, like copper, is rather a weak metal, but with 5 per cent. of copper, nickel or manganese it is as strong as bronze, while only one-third as heavy.

Its light weight is, of course, the great advantage of aluminum in its competition with copper, bronze, brass, etc., and the rapidity with which the sphere of the comparatively new metal is broadening threatens the supremacy of all common metals save iron and steel. Copper especially feels the rivalry, for the most astonishing feature of the development of aluminum is its tendency to replace copper as an electrical conductor. Ten large power transmission plants and twenty-five electric railway and electric light plants are now equipped with aluminum conductors, and the indications are that this one use will consume thousands of tons of the metal each year. The most extensive experiment yet undertaken with aluminum as an electrical conductor is going on in California. Between Sacramento and San Francisco three wires 150 miles long are in use, the power transmission plant sending currents of 60,000 volts—the highest voltage yet attempted in any transmission plant. In all, 1,500,000 pounds of aluminum have been put into this one plant.

The Pennsylvania and several Western railways are experimenting with aluminum telegraph lines and waiting with interest to see how the metal will stand severe sleet storms and other Winter tests.

In foreign countries aluminum is being used extensively in army equipments, Germany and Russia being especially interested in the experiments.

The Japanese are possibly using more aluminum to-day than any other foreign nation, for they are employing it to a large extent in their shipbuilding; and it is rather a surprising fact that India supplies a great market for the metal.

German metallurgists long ago discovered the cheering fact that aluminum was non-poisonous in corrosion, and one of the largest uses of the metal at present is in the manufacture of covers for fruit jars, where its chemical harmlessness makes it preferable to zinc and tin, and the various manufacturers find it impossible to supply the demand for these jar tops.

Another new use for the metal has been found in the lithographing business. In the past few years lithographic stone has been to some extent supplanted by metal plates of one kind or another. The Germans introduced the first aluminum plates not more than two or three years ago, but since that time between thirty and forty firms in the United States have taken up aluminum plate printing, and much of the finest color printing is done from aluminum plates. This industry bids fair to grow because of the comparatively limited supply of good lithographic stone.

A memorial has been sent to Congress requesting the withdrawal of copper cents from circulation, and the substitution of aluminum coins. The mint officials and health authorities have for a long time contended that copper coins should be abolished on account of their accumulation of verdigris and ready transmission of disease germs. From time to time Congressional action on the matter has seemed probable, and at the Philadelphia Mint experiments in the coinage of aluminum cents have been made with satisfactory results; but as yet Congress has taken no definite action in regard to the matter.

The number of fancy articles made of aluminum is legion, but such use of the metal is the smallest of side issues, and it is in the fields of electricity, military and marine construction and equipment, and machinery casting that the aggressive metal promises great things.—*N. Y. Sun.*

Southern Hardware Jobbers' Association.

The standing committees of the Southern Hardware Jobbers' Association have been recently appointed as follows:

TRANSPORTATION COMMITTEE.

W. E. Newill, King Hardware Co., Atlanta, Ga.
John Donnan, W. S. Donnan & Co., Richmond, Va.
W. H. Kettig, Milner & Kettig Co., Birmingham, Ala.

MANUFACTURERS' COMMITTEE.

C. H. Ireland, Odell Hardware Co., Greensboro, N. C.
B. F. Eshleman, Stauffer, Eshleman & Co., New Orleans, La.
A. B. Palmer, Palmer Hardware Co., Savannah, Ga.

GRIEVANCE COMMITTEE.

B. F. Atkinson, Atkinson Hardware Co., Ft. Smith, Ark.
R. C. Carson, Charlotte Hardware Co., Charlotte, N. C.
P. G. Wall, Knight & Wall Co., Tampa, Fla.

PRESS COMMITTEE.

F. P. May, F. P. May & Co., Washington, D. C.
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Electric Ventilating Fans.

In the hot days of Summer we realize most vividly how much we are dependent on the movement of the air to secure our comfort. It is not enough, however, to merely agitate the air with a fan, but in most cases we are distinctly dependent upon a change in the atmosphere within the room, which can only be secured by forcing in the air or by withdrawing it by positive means and permitting a fresh supply to enter to make good the loss. For the purpose of securing this result nothing has yet been invented equal to the electric ventilating fan. It may be attached to an opening in the wall and arranged to force into or draw directly from the room, or it may be connected to a system of air ducts through which movement is maintained. These electric fans are built in sizes ranging from 18 inches to 120 inches in diameter, driven by motors ranging from 1-6 horse power to 14 horse power, according to size and handling from 2,000 cubic feet per minute, in the smallest plant, up to 175,000 in the largest.

Two hundred and fifty of the Paris police are mounted on bicycles. They carry a saber on the handle in the daytime and a revolver at night.

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Old Cutlery.

In a Sheffield (Eng.) newspaper, R. E. Leader reviews the development of the Hardware manufacturing industries of that city, in which he says:

The first improvement on the whittle was the jack knife, a rude device for shutting the blade in the haft. The blade moved on a pin. When opened it was kept in position for cutting by a catch which rested on the back of the scales.

We are, unfortunately, largely in the dark as to the date of the introduction of spring knives. Their inventor is one of those unknown benefactors whose name is omitted from the rolls of fame. It has been suggested that as they were originally called couteaux—a name found in use down to a late period—the device came from France. At first they were rough and large, of course, with only one blade. "Flatbacks" followed one-blade spring knives. Instead of the blade and the spring being got up before the knife is "nailed in," or riveted together, as is the case with "round backs," the flat back was made up entire and then ground, the scales, springs and covering all being ground flat at one operation and the blade at another. After this many varieties were introduced, the technicalities of which it would be tedious to recount.

An immense stride in perfecting scissors was taken in 1761, when one Robert Hinchliffe produced the first pair of cast steel, hardened and polished. The story is that love stimulated his inventive genius, and that his efforts were inspired by desire to win the affections of a young woman whom he wished to take for wife. The forming of the bows was his greatest difficulty. His first method was to make them solid; then drilling a hole, he enlarged this to the required size by laboriously filing away the metal. Afterwards he hit upon a simpler plan and a ready sale was found for his wares in London and other markets. He lived in Cheney Square, and was reputed to be the first person who put out a signboard proclaiming himself "fine scissor manufacturer."

The increasing luxury of the people had created a demand for forks; edge-tools and joiners' tools had also made their appearance among the traders of the town. With the multiplication of the cutlers had grown the demand for the fittings of their shops and thus the manufacture of anvils, vises and hammers had taken the position of recognized trades. In 1774, "lancet and phlem makers" were a distinct class—and the manufacturer of surgical implements implies both excellence of material and skill in workmanship and finish.

So from 1700 to 1800 the industries of the town continued to increase and multiply, in general slowly, but occasionally with strides which form landmarks in the history of Hardware manufactures. The period is illuminated by the brilliance of two notable discoveries made nearly at the same time, towards the middle of the century, by Sheffield men. The discovery of the art of silver-plating, by Thomas Bolsover, and of making cast steel by Benjamin Huntsman, was destined to have immense effect upon the growth of the town. The value of the latter, at least, was not all at once apprehended. The wise men of Sheffield obstinately refused to use Huntsman's steel. They complained that it was much harder than anything to which they had been accustomed. But Huntsman found the French more appreciative, and the superiority the foreigners began to attain thereby raised a competition which forced the Sheffield cutlers to adopt cast steel.

An illustration of the value of the steel rolling mill may be found in the change it effected in the saw trade. Formerly the steel for each saw was hammered out of the bar, but this tedious labor being superseded by the new process, it became possible quickly to roll sheets of the required thickness, which had then simply to be cut into the necessary sizes. And instead of the antiquated plan of making saws thicker at the tooth edge than in the blade—so that in working they might clear themselves, "gait" was given by the simple but ingenious device of setting the teeth inward and outward alternately.

A Celebrated Iron Mine.

In the history of mining in the United States, says an exchange, there is nothing more remarkable than the record of the Minnesota mine at Tower. Discovered in 1867, but not shipping until 1884, it is the oldest mine in the State, and was for three years the only producer. Its total production of iron ore up to the beginning of the present year, amounting to 6,189,031 gross tons, exceeds that of any other single mine in the country. There are groups of mines under one name and one management whose output has exceeded this, but no one property has equaled the Minnesota. Not less remarkable than the amount has been the uniform high quality of the ore. The average percentage of metallic iron in the entire 6,000,000 tons was 67, largely within the Bessemer limit as to phosphorus. The other mines of the Minnesota Mining Co., the Chandler and the Fayal, besides several Wisconsin and Michigan properties, now have a greater annual production, but in none is the rapid progress of mining methods in the past few years better exemplified. The discoverer of the Minnesota found the ore bodies outcropping on top of a high hill on the shore of Lake Vermillion, and the first mining was by open cuts and simple quarrying. This answered for a time, and the hill was honeycombed with immense trenches, but after going down several hundred feet the danger of caving in the high vertical walls, unsupported by timbering, and the expense of hoisting waste matter to the surface, compelled a change. Shafts were sunk in the country rock alongside these cuts and then drifts run beneath into the ore bodies. As first mined, the ore comes out in huge chunks of nearly the hardness of steel, expensive to handle, both at the mine and during transit to the furnace, and requires more fuel to smelt than ore in moderate-sized pieces. Huge crushers were erected near the shafthouses and the ore trammed directly to them. Ponderous iron jaws, weighing 10 tons each, crush it to pieces that will pass a 4-inch aperture, after which it is dumped on the stock piles. Prevous to this, during the shipping season, it took several hundred men, using shovel and barrow, to load the ore into cars. One immense steam shovel, with six or eight men, now does the same work, making a record in keeping with the improvements elsewhere about the mine. Its dipper holds 3 1-2 tons, and when working steadily fills a 25-ton car in two minutes. Recently it loaded from last Winter's stock pile 192 cars in a day of fourteen hours, approximately 4,800 gross tons, a feat never before accomplished. Another improvement which greatly reduced the cost of mining was the substitution of machine drills, driven by compressed air, for the hammer and drill in the hands of the old-timer. In 1889 1,500 men were employed in the mine, and the average amount of ore per man produced daily was 1.1 tons, at a cost varying from $1.40 to $1.50 per ton. At the present time 600 men are employed and get out nearly the same amount of ore as ten years ago, with a daily average of more than two tons per man, and at a cost of less than $1 a ton.

"Handy Book for Trap Shooters and Sportsmen."

This handsome little book contains "up to date" Game Laws of the different States, Territories and the British possessions; also the Trap Shooting Rules, Live Bird Rules, Rifle and Pistol Rules and a great deal of information in regard to matters of interest to all classes of sportsmen. Besides, there is interesting information concerning the product of The King Powder Co., King's Smokeless, Semi-Smokeless and Quick Shot Powder, also of the long line of loaded shells and metallic ammunition that has made the Peters Cartridge Co. famous.

This booklet will be sent to any address upon application to The King Powder Co. or The Peters Cartridge Co., of Cincinnati, Ohio, or to T. H. Keller, 80 Chambers Street, New York City, who is the Eastern Agent of both these companies.

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TRIUMPH OF THOMAS COLDWELL.

THE EFFORTS OF A CELEBRATED INVENTOR CROWNED WITH SUCCESS.

In the great factory of the Coldwells, in Newburgh, N. Y., recently occurred a unique celebration. The immense room in a new building, just erected, was turned into a banquet hall, and, amid the splendor of decoration, music and brilliancy, the entire staff of employees of the Coldwell Lawn Mower Co., together with their wives and sweethearts, sat down to a dinner given by the company in appreciation of the services of their men during a season marked by such unusual success that the large building had to be erected to accommodate the double demand for the Coldwell machines. It was an inspiring sight to see Thomas Coldwell, the father of the American Lawn Mower and the inventor, by whose tireless zeal this success was made possible, standing at the head of this company as its president and addressing the employees, sharing with them the honors he had achieved and proud to witness with them the completion of a plant that now makes the Coldwell Co. the largest manufacturer of lawn mowers in the world.

The new building occupies an area seventy-five by one hundred and thirty-five feet. It is two stories high and furnished with every modern appointment, not only to meet the vast increase in manufacture, but with every convenience for the comfort of the workmen. On the second floor a club room has been arranged, with library and periodical literature. In this room meals will be served during stormy weather. The interest taken in the life of the men is one of the very reasons for the unexampled prosperity of the Coldwell works. The workmen are recognized in every way that will strengthen their regard for their employers and stimulate their zeal in turning out the very best work. They take pride in the factory, because they share in the success of the company. Harmony is the Coldwell motto, and harmony prevails throughout the entire plant. The system and order is so perfect that in all the multiplied and complex economy of the works not a single scrap of steel nor a screw is out of place. Everything is in its proper position, catalogued and numbered like a well conducted library. You can tell the stock on hand at once. The entire arrangement is up to date and the manufactory throughout is as clean as the kitchen of the Waldorf-Astoria. The most exact method is maintained, so that when a machine is put together it is put up right and runs without friction. Mr. Coldwell has always held that the very best work was the only profitable work, and nothing leaves the factory that is not guaranteed. If a machine is not perfectly satisfactory in every way the company want it returned to the factory, not to be tinkered with, but to be replaced by one entirely new. Business conducted upon these broad principles is bound to succeed.

The recent additions to the plant are necessary to meet the double demand for Coldwell lawn mowers. The capacity had to be multiplied so as to turn out 300 mowing machines every twenty-four hours. Now what becomes of this large product? Well, they are used throughout the entire system of public parks in Greater New York; in the parks of Chicago; in general use in the parks of Buffalo, the East Coast and the Plant systems of Florida; the Capitol grounds, Washington; in fact, in all the principal parks in the principal cities of America. They are used by over 400 golf clubs in this country. They are used by the Goulds, Morgans, Rockefellers, Vanderbilts, Astors, and on thousands of beautiful country places, country clubs, by well known and representative people everywhere. You will find them at Newport, Lakewood, Morristown, Lenox, Saratoga, Tuxedo and on the private estates that beautify the banks of the Hudson River; on Long Island from Oyster Bay to Easthampton, wherever landscape gardening has become an art and wherever lawns are luxuries. You will find them used on the lawns of every important university or college in the United States— at Harvard, at Yale, at Princeton, at the United States Military Academy, West Point, the University of Pennsylvania, Stanford University, Williams College and at all the institutions of learning wherever the very best is found in culture, where art abounds and beauty enraptures. It is a part of the progress of the age and a sign of success to find the best families as well as the very best institutions with clean-cut, level lawns, soft as plush and thick as velvet, trimmed and well dressed throughout the seasons. The pride of England is the English home, and so, too, the American home is becoming stronger and stronger, more and more a fortress of domestic strength, more and more a thing of beauty, a center of culture and luxury.

Ah, but we have not gone abroad! No? The Coldwell



THOMAS COLDWELL

lawn mower is shipped to Russia, Japan, Australia, New Zealand, France, Germany, England, Ireland, Scotland, Wales, Turkey, South America, India, Mexico, Cape Colony and the Bermudas. They are used on Regent's Park in the West End of London. The superintendent of that park first saw the mower at the World's Fair in Chicago, and later in operation on Central Park, New York. These mowers are used on the parks of Paris and exclusively employed on the Exposition grounds.

The Coldwell lawn mowers have taken the highest prizes at the Paris Expositions, and they have just received the first prize from the Exposition in Paris of 1900. At the works $150 in gold are annually offered the mechanics in prizes for suggestions that will be of value to the company in any direction, either as an advertisement or invention, and an improvement in tools. Mr. Coldwell believes that good tools are what have helped to make American machinery, and all the tools at the factory are of their own invention. Determination to succeed has been the source from which Coldwell's success has sprung. No obstacle has balked him and no conspiracy of circumstances has been able to throw his iron will. Newburgh is proud of this industry, proud of this great inventor and proud of the mechanics whose work is adding luster to homes of illustrious men.

One joke is told of the Coldwell "Imperial" mower— the machine that has made the name celebrated. It was in Philadelphia during the recent National Convention, when the peace and tranquillity of that somnolent city was cruelly

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disturbed by the contending noise of aspiring statesmen, that Chauncey Depew, Mark Hanna, Major Weston and Captain Dickey went out in search of exctement. The dense quietude wearied them, and the still life of the place dismally oppressed them. They entered Fairmount Park, filled with its suggestions of the hereafter and its samples of prehistoric men. Everything in the park was silent and inanimate with the exception of a Coldell Imperial lawn mower, and that was rapidly pulling a man over the park lawn. The four gentlemen were so delighted they made memoranda in their notebooks. The story is not told to reflect upon that city of dignified rest. Not at all. Philadelphia has a reputation of its own that no one can assail. It is used to prove that there are some machines made that will make a man work whether he wants to or not—and the Coldwell lawn mower refused to rust in the hands of a Philadelphian.

CRESWELL MACLAUGHLIN.

The Brilliant Gas Lamp.

The up-to-date Hardwareman at the present time desires above all things to have a brilliantly lighted store, so that every part of his stock assists his local advertising by being brought prominently before a possible customer. Among the many new lights that are now being placed upon the market, and brought to the attention of the Hardware and house furnishing goods trade, the Brilliant Gas Lamp, which is illustrated in this article, is considered to have many points of merit which make it attractive to the distributing trade. It is claimed by the manufacturers that it will give a brilliant artificial light equal to that used in the finest city establishment, and that this is possible to the most remote country store, leaving no excuse for dim and gloomy stores anywhere. It is well known how a cheerful and bright and well-lighted store will always be a local commercial center, attracting the desirable trade of the town, and creating an impression of the advanced ideas of the dealer's methods of business.

The expense of running this light is claimed to be less than that of any previous method giving equal results, the saving in expense soon paying for the lamp. It is manufactured in a number of different styles, suitable not only for the store, but also for the residence, the demand for the latter being constantly on the increase. The fixtures applying to the



THE BRILLIANT GAS LAMP.

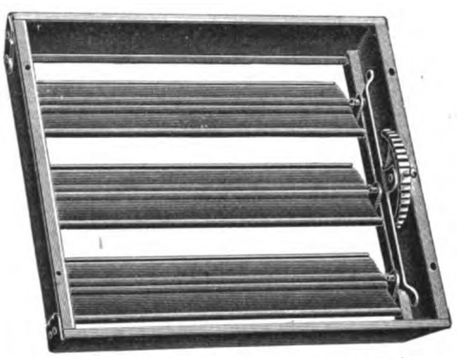
same are simple, durable and handsome, and in every way practical for use in every place where good light is needed.

As the lighting season is now approaching, it is deserving of attention by the dealer, who should inform himself in regard to the most desirable lamp to be used by him, and the manufacturers of the "Brilliant Gas Lamp" claim that theirs can be depended upon at all times and in all places. Combined with economy and simplicity, it ought to meet the exact wants of the modern dealer.

The above lamp is made by the Brilliant Gas Lamp Co., 42 State street, Chicago, Ill., and they would be pleased to furnish further information to inquiring dealers.

Sheet Steel Warm Air Register.

Canton Steel Roofing Co., Canton, Ohio, are pioneer manufacturers of warm air registers and ventilators made of sheet steel, being manufactured exclusively of smooth steel sheets, which enables all parts to be accurately stamped and formed, producing a perfect register, well made, close fitting, from strictly first class material, and unsurpassed in durability. To one particular excellence above others the manufacturers desire to call attenton, and that is the non-breakable feature of this method of construction, which they claim is a great



SHEET STEEL WARM AIR REGISTER.

item of saving, as it removes all liability of breaking in shipping and handling, the annoyance connected with which all dealers selling such goods are constantly subjected to. Then, again, while the weight is reduced fully one-half, the air capacity and strength is materially increased. We illustrate in the cut herewith the register box, showing the valve, valve carriers and the valve operating bar, all of which are of smooth sheet steel, the wheel only being malleable iron. The use of a material possessing a smooth surface enables a superior article to be produced, which admits of a high grade of finish, especially when electroplated in bronze, copper and brass. By the use of materials of sufficient weight and strength to fully meet all requirements, they are able to make all sizes in even inches, in length and width, from 4x6 to 36x36 inches. Even on sizes not illustrated, the manufacturers will quote prices upon application. They have recently issued a new catalogue covering this important line and every dealer handling these goods will make a mistake if he does not write for one of them.

The Paris Exposition Awards.

At the Paris Exposition the United States exhibitors secured 1,981 awards. Of these 220 were grand prizes, 486 gold medals, 593 silver medals, 422 bronze medals and 281 honorable mentions. A very elaborate list of gold, silver and bronze medals was also distributed for collaborators. Every important feature of American industry, art and skill received due and proper recognition. The products of the American farm, the multifarious ores from American mines, the magnificent specimens of our American forestry, received grand prizes and gold medals. The products of our American cotton, wool and silks, in all their manifold achievements, and those of our skilled labor were given equal consideraton with our high grade machinery, such as American harvesting machines, sewing machines, printing presses, the superiority of which is known from one end of the world to the other. Art and education and the superior industries springing from this class of advanced talent were all duly recognized, and by comparison with foreign productions displayed unsurpassed skill, the excellence of which was universally admitted. We have every reason to be proud of the exhibition of our artistic and mechanical skill made in this, the most recent of World's Fairs.

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In a square inch of the human scalp the hairs number about 1000, and the whole number on an adult scalp is about 120,000.

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RECENT TRADE PUBLICATIONS.

G. A. CROSBY & Co., 176-178 South Clinton Street, Chicago, Ill. Eight pages from their large catalogue showing a small portion of their product, covering their line of screw, foot and hand presses. Printing on good paper, nicely illustrated, with full descriptions of the presses, to the announcement of which the pages are given. The company state in connection that if the receiver does not find what he wants on these pages he should write and give full particulars of his requirements, as the company publish a large catalogue containing an extensive assortment of power presses, drop presses and other machinery for working sheet metal.

W. J. BURTON & Co., 164-166 W. Larned Street, Detroit, Mich. Forty-four-page pamphlet, being denominated "Catalogue G," having reference to the roofing and similar specialties manufactured by this concern and in which they give valuable information regarding the different materials for roof covering, the most satisfactory methods of applying the same, and comparisons are made between different materials as to utility and long service; in fact making an extremely interesting book on the subject, one worth sending for by the dealer interested in this line of work. Included in its contents are shown the various styles of tiles which form part of the firm's product, made of tin or galvanized, the octagon fluted shingles, the manner of using the same, illustrations giving all the various methods of applying, and showing the ornamental appearance of the materials when properly placed upon the roof. This includes a full assortment of finials, ridges and hips of every ornamental description, a large number of tower finials being included in the assortment, a variety of styles of diamond tiles, and as stated above, it forms a pamphlet of information from start to finish, and should meet the perusal of all interested.

LAUGHLIN NAIL Co., Wheeling, W. Va. Catalogue dated June, 1900, of shovels, spades, scoops and ditching tools. This catalogue is a very important one, covering as it does everything manufactured by this well-known company in the shape of the goods above mentioned. It is handsomely printed on coated paper, forming a pamphlet of 34 pages, filled with illustrations giving the shapes and styles of these articles made by them, which covers a larger assortment than is usual, except of the oldest organized companies in this line. Each of these articles has a list number, making it a very easy matter to order without error, and list prices accompany every size, both for black and polished. Another important feature is noticeable in this catalogue: The dimensons of each particular article are given, so that for purposes of comparison or substitution it makes it very easy to order from. Attention is called in the prefatory remarks of this catalogue that this is but a small edition of their regular catalogue, the desire being to announce the fact that their new buildings for the manufacture of shovels, etc., which had been in contemplation for some time, have been completed, and fully equipped with all the necessary facilities of modern improvements for the manufacture of a complete line of goods, including their Antrim or plain back, the Chisholm or hollow back, and riveted back strap goods as well. They state that should any of their customers require specialties not shown in this catalogue, they will be pleased to receive instructions, and every effort will be used to have their orders filled in an intelligent and satisfactory manner. It is a line of goods well worth the attention of the Hardware trade, and the manufacturers would appreciate any request on their part for the several discounts applying to the various patterns.

MICHIGAN STOVE Co., Chicago, Ill., are publishing for the benefit of the trade some of the handsomest stove literature with which that particular line of business is exploited, under the name of the *"Garland Magazine,"* which is published periodically. A recent issue calls attention to base burners, and refers more particularly, of course, to the "Art Garland," which is one of their high-grade styles, showing the same by superb full-page, half-tone illustrations which are very effective in the way of impressing the possible purchaser. Full descriptions are given on the pages opposite the illustrations, so that all questions may be answered, and every part and parcel of the parlor stoves in question may be referred to. Few handsomer specimens of trade printing in this line have been noted, and the editor or compiler deserves great credit for his careful work.

BRIDGEPORT MFG. Co., Bridgeport, Conn. 24-page pamphlet catalogue, covering the line of Hardware and cutlery specialties made by this progressive company. Among the specialties we notice the Jumbo nail puller, the Giant tack puller, Eureka combination plyer and the Standard ticket punch. They manufacture a large line of screw drivers under various names, each style having meritorious features of its own. They are also the manufacturers of Keyes' patent improved solid steel plyers which have been before the trade for several years, the assortment of which has been largely added to and augmented since its utilization by this company, including the Dunwell gas plyer, to which we referred in our previous issue under the head of "New Goods and Specialties," and the line of flat-nosed plyers, cutting nippers and wire cutters that are produced under the same patents. The company are also large manufacturers of shears, including the highest grade to those lower priced lines of goods still handled by dealers in some sections of the country. These they market under a variety of names, each of which represents a special style. They are also manufacturers of the "Up-to-Date" can opener, and other styles of can openers demanded by the Hardware trade.

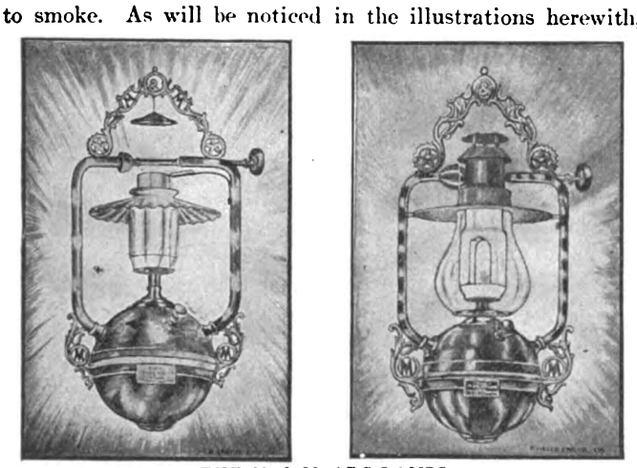
MORLEY BROS., Saginaw, Mich., have recently published a descriptive catalogue of the Morley Easy-Rolling Shelf Ladder, which includes in its contents expert testimony from all over the world in regard to its undoubted merits. This is claimed to be one of the oldest and best rolling ladder systems in the world adapted to fit all kinds of shelving, but especially suited for retail stores. The catalogue is a pamphlet of 24 pages printed on good paper, and handsomely illustrated, many of the illustrations being photographs from the interior of Hardware stores in different countries in which the utility of the Morley system of step ladders is cleverly brought out. In addition to the same, photo-engraved testimonials from a large number of users are also included in the contents of the book. This method of exploiting the advantages connected with so meritorious an article is an admirable one, from the fact that in addition to the letters received from the parties using them is given in many instances the photograph of the store, which adds a line of conviction to what is said in the testimonial. Instructions are given in this pamphlet how to order the shelf ladder, how to take the necessary dimensions, and giving the particulars that will enable a man to complete the outfit. The several connecting parts are also illustrated in order to make comparisons with other systems, all of which makes it an extremely interesting pamphlet on the subject.

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NEW GOODS AND SPECIALTIES.

The M. & M. Arc Lamps.

Martin & Morehead, 53 West Washington street, Chicago, Ill., are engaged in manufacturing a gasoline lamp known under the name of the M. & M. Arc Lamp, illustrations of which we present in the course of this article. They are early manufacturers in this line of business, claiming to have been pioneers in the manufacture of gasoline lamps. Their goods are known as having received practical commercial test, meeting in every case deserved success. This is an air pressure lamp, with over-head generator, calculated to produce a light equal in brilliancy to any commercial arc lamp. The manufacturers claim it produces a light equal to 450 candle power, and will burn 12 to 15 hours with one filling. It is made entirely of brass of the heaviest gauge practical to use in the manufacture of a lamp of this description, and as far as strength and durability are concerned, should last for many years. They are finished in oxidized copper, and present a very handsome appearance. The manufacturers claim that their lamp has been passed upon by the Board of Underwriters without penalty, and that it is absolutely nonexplosive, no perceptible smell and not liable to smoke. As will be noticed in the illustrations herewith,

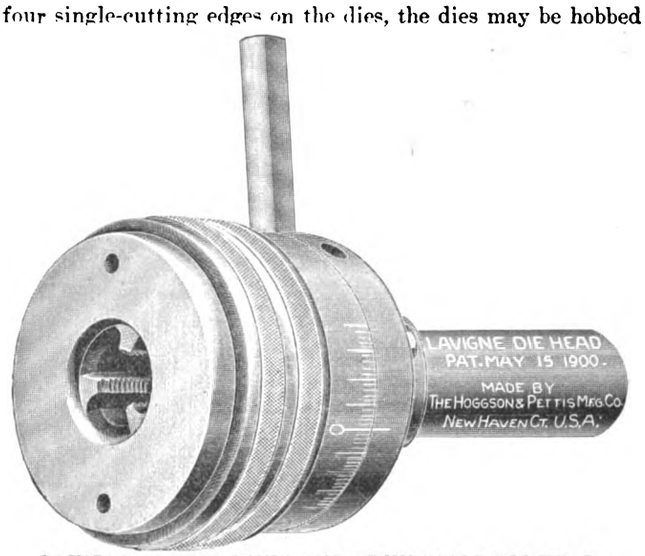


THE M. & M. ARC LAMPS.

they present in any store a handsome and attractive appearance, and have been in practical commercial use for nearly two years. They are provided with combination needle valve that serves to clean the feed hole every time the lamp is turned out, extremely economical in the way of cost, and as it is impossible to fill the lamp while it is lighted, there is no temptation whatever to prompt the housekeeper to do it. These lamps give evidence of an inventive genius and mechanical skill that would make this gasoline lamp approach very closely to every possible requirement for its successful use.

The Lavigne Self-Opening and Adjustable Die Head.

The Hoggson & Pettis Mfg. Co., New Haven, Conn., among the number of high-grade tools manufactured by them, are placing before the Hardware and machinery supply trade The Lavigne Self-Opening and Adjustable Die Head, an illustration of which we give herewith. This is claimed by the manufacturers to be the most practical, universal and in every way admirable tool on the market for the purposes intended. It is of simple construction, having but few parts, yet admits of the finest adjustment, being graduated upon one side of the shell, and a graduated ring is controlled by two small nuts on the back end of the ring; by loosening the same slightly, the graduated ring may be turned around to any desirable size within the working limits of the tool. This obviates any guess work in setting the dies. The illustration represents the die head as made with three or four threading dies, and is designed for use on all turret-head and screw-cutting machines. As this die head has three or four single-cutting edges on the dies, the dies may be hobbed

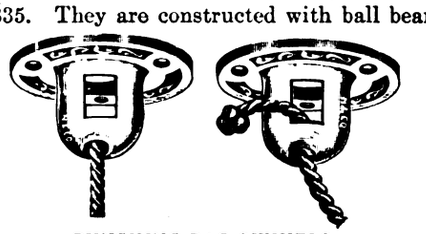


LAVIGNE SELF-OPENING AND ADJUSTABLE DIE HEAD.

with a hob slightly larger than the work required, consequently will not create any friction, as they are adjusted to the required size, and can also be used on a rotary as well as on a turret or stationary slide. The dies may be thrown open, either by the adjusting plug on the inside or by the lever on the outside. The self-opening die head is claimed to be superior to solid dies, as it does away with reversing machines to run out the work, and also the running of the dies, as the work runs backward in the same. The manufacturers call special attention to the fact that this die head can be used where it would require four of other makes to do the same work. The die head will cut a left-hand thread as well as a right on a stationary slide or turret, and is also able to cut a right or left-hand thread on the spindle. Further particulars will be gladly furnished by the manufacturers on request.

Striking-Bag Swivels.

Nicol & Co., 55-57 West Washington Street, Chicago, Ill., are the manufacturers of a large line of Hardware specialties and mechanical appliances possessing salable merits. Among them they have recently introduced to the Hardware and sporting goods trade, the Striking-Bag Swivels which we illustrate in the course of this article, which represents their No. 335. They are constructed with ball bearings and



PUNCHING-BAG SWIVELS

are made of grey iron. In use the swivels are screwed to the ceiling, the swivels shown being so arranged that the bag can be removed by untying the knot. This particular swivel is finished in japan, packed one dozen in a box, one gross in a case. The manufacturers state that it is almost impossible for the cord to break or wear out, as all the friction bears directly on the ball, which moves at will, in any direction with the swinging of the bag.

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Universal Hand Drill Press.

Millers Falls Co., Millers Falls, Mass., and 28 Warren Street, New York City, have long been manufacturers of breast drills that are well known to every Hardware dealer in the United States. They have recently introduced the Universal Hand Drill Press, which we are enabled to illus-

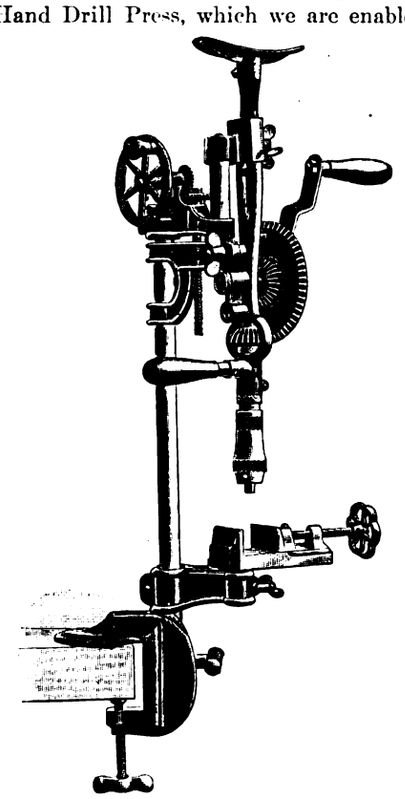


FIG. 1.—UNIVERSAL HAND DRILL PRESS.

trate herewith, which is designed for use in connection with their No. 10, 12 or 18 breast drill, they being used by attachment to the standard, the No. 10 breast drill being converted with equal ease. In Fig. 1 we show the standard and frame in drill press showing this arrangement with the breast drill, and how readily it can be accomplished. The bench

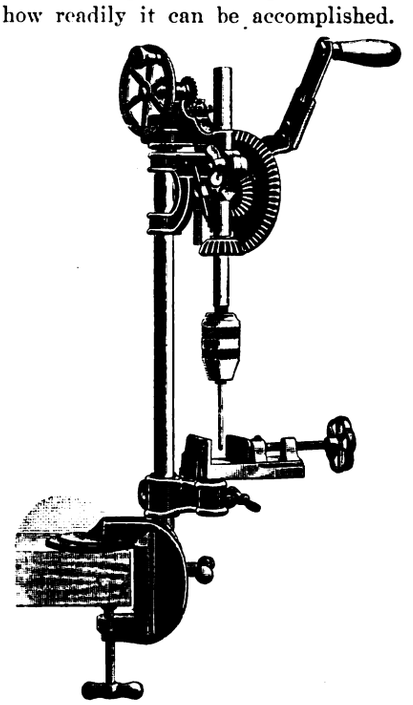
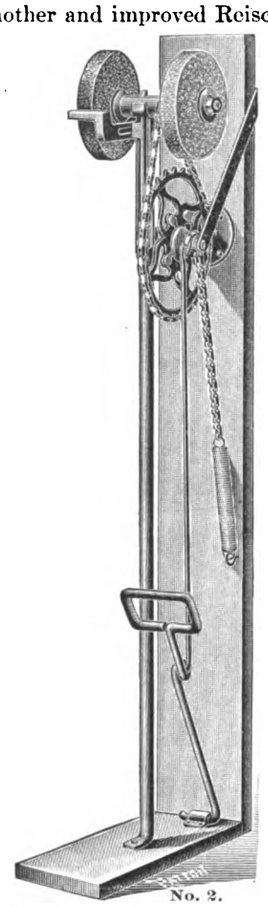


FIG. 2.—UNIVERSAL HAND DRILL PRESS.

clamp, vise rest and frame are all clamped to the upright stand, and so are able to be moved up and down, or swung to the right or left, and, in addition, by means of thumb screws, may be clamped or secured at any desirable point. The vise is hung on a pin which is off-center, so as to give the operator the advantage of a variety of positions. If desirable, the tool can be utilized to work below the bench by dropping the frame and fixtures downward on the standard and securing the upper end of the standard in the bench clamp. Reference is made to this as being a great convenience, especially when used in bicycle repairing; as may readily be assumed, there are a number of other positions, heights and adjustments which may be suggested, as necessity demands their use. In Fig. 2 the Universal Hand Drill Press is represented with special drill attachment provided for it. This drill attachment has two gears, the larger one five inches in diameter and the small one two inches in diameter; as they are provided with extension handle, with three-jawed chuck, they take straight shank drills, from 0 to half-inch. Millers Falls Co. have recently issued a new catalogue of their productions, which we have already noticed in our columns, as being a very desirable one for the Hardware dealer to send for, if he has not already received it.

Reisch's Foot Power Emery Wheel, No. 2.

The Buffalo Emery Wheel Co., Buffalo, N. Y., are putting on the market another and improved Reisch's emery grinder,



REISCH'S FOOT POWER EMERY WHEEL, No 2.

which is catalogued as No. 2, the distinctive features of which are illustrated in the accompanying cut. It will be noticed the grinder has a chain attachment instead of a belt, as used in their No. 1 machine. The mandrel is also arranged for two emery wheels instead of one, so that two grades of fineness may be in operation, affording an easy transportation to forward the work; and the company state that by the methods employed in the construction of this machine, the speed is accelerated nearly twice as great as in that of their No. 1 grinder. This should make it a very desirable appliance for many lines of business, and attract the attention of those dealers handling similar tools of such great convenience.

Rollman Peach Stoner.

The Rollman Mfg. Co., Mt. Joy, Pa., are introducing this season a novel peach stoner, illustrations of which we give herewith. They are made of cast iron, japanned, and it is claimed will stone free-stone peaches rapidly. The peach being placed in the device as shown, and the plunger rod

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which has a head 3-8 of an inch in diameter, is pushed through the center of the peach, forcing the stone out. The style of the article and the manner of its use is shown in Fig. 1. In Fig. 2, the method by which the device is operated is illustrated in the act of extracting the stone of the peach, which it does rapidly, without disfiguring or loss of

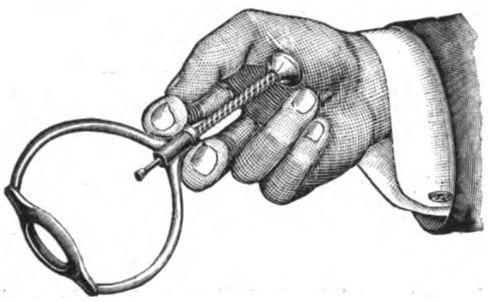


FIG. 1.—ROLLMAN PEACH STONER.

juice. The plunger rod has a throw of 3 inches, which will accommodate quite a large peach. The device is light in weight, and can be easily carried in the pocket. The spiral spring is used to force the rod back to its place. The projections at top of frame enable the user to get a grip with two fingers, forcing the rod down as shown. In the bottom of the peach stoner, on each side of the hole through which the peach stone goes, are two countersunk holes for the purpose of screwing the device on a board, and when a large quantity of peaches is desired to be stoned, the board can be placed across a tub or other convenient way of using the

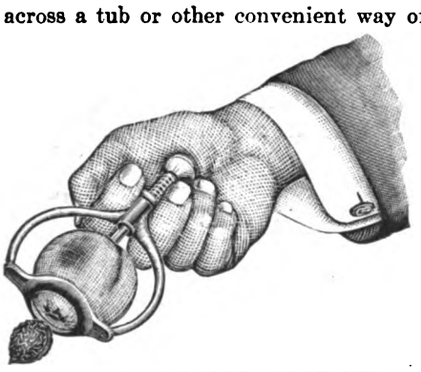
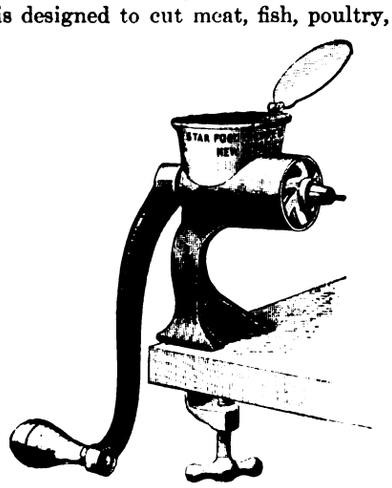


FIG. 2.—ROLLMAN PEACH STONER.

device. It is the desire of the manufacturers that the article shall retail at 25c., which will afford the dealer a satisfactory profit.

The Star Food Cutter.

Charles D. Brown, 160 Duane Street, New York City, is placing before the Hardware and housefurnishing goods trade the Star Food Cutter, which we illustrate in this article. It is designed to cut meat, fish, poultry, vegetables,



STAR FOOD CUTTER.

fruit, cheese and other food articles in the manner desired by the housekeeper. It will cut without mashing or crushing, either coarse, medium or fine particles, being regulated in size by a knife used at the end of the shell; three knives being sent with each cutter, one with three cutting teeth, another with eight and one with twelve for fine cutting. Another feature is the outward curve to the standard, which permits a dish to be placed further under the machine, so that all the material falls into the plate or dish instead of outside. To the top of the hopper is hinged a plate with handle, by the means of which the material to be cut is forced upon the feed screw, so that every particle can be cut, the plate entering well within the hopper. The standard, barrel and hopper are all one piece of material, and all the parts are tinned. A few revolutions of the wing nut on the end releases the knife and feed screw, so that the screw can be withdrawn for cleaning without detaching the handle. The Star Food Cutter is made in family size, No. 1, and a larger size, No. 3, for restaurants, boarding-houses, hotels, etc.

Copeland's Steel Extension Dividers.

Thos. F. Eagan, 72 School Street, Worcester, Mass., is engaged in manufacturing the Copeland Steel Extension Divid-

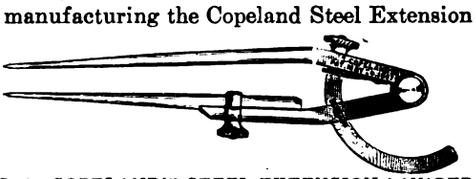


FIG. 1.—COPELAND'S STEEL EXTENSION DIVIDER.

er, illustrations of which we give herewith. In a great many respects their superiority over the old style of divider is so great that it is only necessary to exhibit them in the Hardware stock to insure their sale. Fig. 1 represents the style made with one movable leg, which can be lengthened or shortened as need requires, or may be substituted by a pencil when desirable. The substitution of the common size carpenters' pencil in the place of the movable steel point renders them of great convenience. The attachment that holds the leg or the pencil secures it firmly, is easily adjusted, and readily used; this style of divider is made in 6, 7, 8

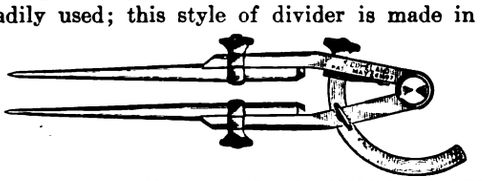


FIG. 2.—COPELAND'S STEEL EXTENSION DIVIDER.

and 10-inch sizes. Fig. 2 shows the same divider manufactured in the style having double legs or extension points, and is manufactured in the same sizes as Fig. 1, with an additional size of 15 inches as well. The larger size is particularly adapted to meet the wants of wheelwrights, carriage-makers, stair-builders or pattern-makers; in fact, for any work requiring a large sweep or size or unusual length of legs.

There are two ways of looking at advertising, both of them right. Advertising should be done during the dull time for the purpose of starting up trade at that time, and also for the sake of the benefit which will come from being continuously before the public's eye. A man should just as quickly think of stopping his advertising in the Summer or in the dull time after the holidays as he should think of closing up his store for several months in the year, and keeping it open only when trade would keep him busy. There are probably many houses in the country that could shut up for four months in the Summer and be ahead in cash at the end of that four months. But at the end of the next four, the gain would not be apparent. It does not take people very long to forget things, and if the store were closed four months, or the advertising stopped four months, a great many people would have forgotten that the store was in existence.

PATENTS Preliminary Consultation Free.
HENRY J. MILLER,
55 Equitable Building, BOSTON.

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REVIEW OF THE MARKETS.

Hardware: Business commences with moderate activity, the warm weather which continues Summer conditions through the opening week of September making the demand for goods for immediate delivery not a pressing one. The cooler weather promised for the next fortnight will doubtless make a better showing, as the September business is usually a very active one.

Wire Nails: The mills having announced that they are so far behind on their orders it will be necessary to make deliveries in the order of precedence, has hurried up some of the specifications that have been held in abeyance. It would not be a matter of surprise if under the circumstances a slight stiffening of quotations should give the market a tonic influence at an early date. Quotations may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices remain as heretofore:

To retailers, carload lots on dock	$2.48
" less than carload lots on dock	2.55
Small lots from store	$2.60 to 2.65

Cut Nails: Market conditions remain unchanged; demand continues fairly active, but not large in volume. Former prices having been reaffirmed at a recent meeting of the manufacturers, it is believed the trade will now become less irregular as to prices and governing quantities. Quotations are as follows, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain substantially the same, the following quotations representing the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.30 to 2.35

Barb Wire: The demand for this staple is gradually assuming the regular proportions customary at this season, large quantities for any domestic demand being the exception, and orders for limited quantities being much more frequent. Prices remain as previously quoted. Quotations for domestic trade remain as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: There is a steadily increasing demand for Plain Wire noticeable, the many requirements into which this staple naturally enters creating at this season a fairly active market, which has greatly lessened the stock at the mills and made delay in deliveries more noticeable than has lately been the rule. Current quotations remain, however, as previously established, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.			Galvanized.
6 to 9	Base		$0.40 extra.
10	$0.05	advance over base	.40 "
11	.10	" " "	.40 "
12 and 12½	.15	" " "	.40 "
13	.25	" " "	.40 "
14	.35	" " "	.40 "
15	.46	" " "	.75 "
16	.55	" " "	.75 "
17	.75	" " "	1.00 "
18	.85	" " "	1.00 "



For even weight bundles, 50 pounds and over, advance price 5 cents per bundle on above.

Cordage: The rope market gives evidence of no extraordinary activity at the present time. The demand being a moderate one, the following quotations may be said to represent the market for best makes:

	Pounds. Cents.
Manila, 7-16 inch and larger	10½
" ⅜ inch	11
" ¼ inch and 5-16 inch	11½
Sisal, 7-16 inch and larger	7¼
" ⅜ inch	7¾
" ¼ and 5-16 inch	8¼
" Lath Yarn, Medium and Coarse	7

Linseed Oil: Dean Oil Co. quote as follows:

In lots of less than 5 barrels..... 70 cents per gallon.
In lots of 5 barrels or more.....69 cents per gallon.
The five barrel price only applies to deliveries of that quantity at one time.
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

THE PHILADELPHIA TRADE.

Fall is now fairly upon us, and a better feeling seems to prevail in trade circles. As foreshadowed in our last letter, there already seems to be a check to the decline in prices, and on some goods which have declined heavily there is, apparently, a tendency towards higher figures, and we would not be surprised to see higher quotations announced shortly.

Wire Nail manufacturers have already made the public announcement they are now oversold on nails and wire, and that they must adopt the principle of first come, first served.

The country is undoubtedly in a healthy condition. Unless politics should play a more important part than usual, Fall trade promises to be fair, if not good.

The month of August was somewhat of a surprise in the Philadelphia hardware jobbing trade, as the sales foot up better than had been expected, and it is hoped this is merely a promise of what is to come during the balance of the Fall. The weather is also changed for the better, and, as the long hot spell is probably now broken, thoughts will now be turned from vacation and pleasure to business.

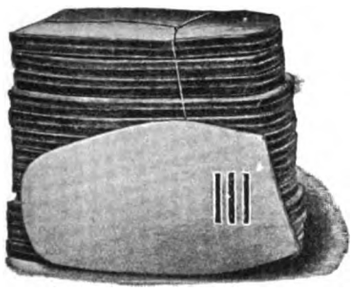
Collections are very fair. There are one or two parts of the country where conditions have been retarded, but, on the whole, very little complaint can be made on this score.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

The extreme heat of August and the opening days of September have interfered with sales of Fall seasonable items to some extent; yet trade is good, and we have no complaint to make. The first cool snap will bring a rush of orders for the neglected items which people don't care to buy with the thermometer in the nineties. The scare in the English coal supply and the export business now being started in bituminous coal, has given quite an interest in our coal company stocks lately. Their business is in much better condition than it has been for many years, and Western Pennsylvania and West Virginia will show large increase in this product during the next year. Buying in Wire and Wire Nails is of a

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THREE-BAR LEATHER
shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston.

"hand to mouth" character. No larger stocks are being carried by merchants than will supply their immediate demands, as they all feel that there should be a decline in price to equalize with pig iron and billets. This is quite an inconvenience to the jobber, who cannot keep up his assortment on so small a stock. LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

There has been another reformation in the City by the Lake and the City at the end of the Great Bridge on prices of nails, and the Iowa Hardware Jobbers are also expected to be good in future. "So mote it be."

The American Steel & Wire Co. announce their inability to furnish Nails, Barbed Wire, Fence Staples, Plain Wire, both annealed and galvanized, promptly, and serve notice on the trade that hereafter they will be obliged to follow the rule of first come, first served. They state that in order to enable the jobbing trade to make money on their products, they are absolutely maintaining the established differential between jobbers' carload prices and less than carloads, and deplore the fact that jobbers do not always find it to their interest to maintain these prices and secure to themselves the profit that the manufacturers permit them to enjoy. They also claim that there can be no reasonable explanation for this, "as the market gives every indication that there will be a shortage of the goods during the Fall months."

These conditions indicate an advancing market and hence increased demand and large sales during the Fall trade.

SICKELS, PRESTON & NUTTING CO.

Rights of Employees in America to Their Inventions.

In view of the recent decision by a court in Germany that an employe in that country has absolutely no right to any invention he may make so long as he remains an employe, our readers may be interested in the following clear and accurate statement of the relations between employers and men in America as regards inventions made by the latter. We quote from an article by D. Walter Brown in *Power*:

"In general, the law secures to every man the ownership of his own inventions and of the patents granted therefor. But this general principle is much modified by the special relations existing between the employe and his employer in particular cases. A wide distinction is made between the person who is employed merely as a skilled workman and the person who is employed as an inventor.

"As to the former: If a skilled workman, while in the employ of another, but in his own time or after hours, conceives an invention and constructs it at his own expense, using his own tools and materials, and doing the work after hours or in time his employer does not pay for, then the invention, as well as the patent granted therefor, is the exclusive property of the workman. The employer has no rights in it, nor any right to use it in his business, even though it is adapted to that business. The employer in this case can obtain the right to use the invention only by contracting with the workman for it and paying the price agreed upon. But if the workman conceives the invention in the time his employer pays for, and constructs it with his employer's tools and materials and in the employer's time, then the employer obtains certain rights in the invention and patent granted therefor.

"If the invention is a machine, then the machine belongs to the employer, and he has a license to use it in his business and to keep it in repair, and without paying any royalty to the workman therefor. If the employe obtains a patent for the invention and sells it, that sale will be subject to the license to the employer, and the purchaser of the patent cannot prevent the employer from continuing to use the machine.

"If the invention is not a machine, but is an article of manufacture, as a tool in which the employer deals, then, in the circumstances supposed, the employer has a license to make and sell such tools without paying royalty, even after the patent is granted; and neither the inventor nor the purchaser of the patent can stop him from continuing to do so. In each case the employer's license continues over to any corporation into which the employer's business is converted.

"If the invention is a process, then the employer, or the corporation which continues his business, has a license to use that process without paying royalty, even after the patent is granted to the workman.

"In these cases, however, the license to make and sell the machine or the article and to operate the process is not exclusive—that is, it does not give the sole right to the employer—it only secures to him a right to the invention in connection with his particular business; and the inventor, or those to whom he sells the patent, can make, use, and sell the invention, and license others to do so, without let or hindrance from the employer.

"As to persons employed to invent:

"If a person is employed by another to make inventions to be used in the employer's business, and is paid salary or wages on the understanding that his services are to be those of an inventor in improving the machines, tools, or processes which relate to the employer's business, then the inventions which the employe makes relating to that business and the patents granted therefor are the exclusive property of the employer. In such cases the court says that the employe, in making and perfecting inventions, is merely doing what he was hired to do.

"Should the employe leave that employ, he cannot use, or make, or sell the invention, or convey any rights to others under it, except with the consent of the employer."

Letters dropped into a box in Paris are delivered in Berlin within an hour and a half, and sometimes within 35 minutes. They are whisked through tubes by pneumatic power.

Situations Wanted.

SALESMAN.—A young man thoroughly conversant with general Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

Agency Wanted.

WANTED.—An agency for a good heavy Hardware manufacturing company for Greater New York. Can give best of references. Address S. E. V., care HARDWARE, 275 Broadway, New York.

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Examine it critically. It will bear inspection if it's an Arcade

It looks like and is like a hand-cut file, that is our intention.

The irregular spacing and uneven height of the teeth which characterizes the hand-cut file are reproduced with scrupulous fidelity in the Weed increment cut -

A file with this hoof-print (ARCADE TRADE MARK) will cut faster and last longer than any other file on the market -

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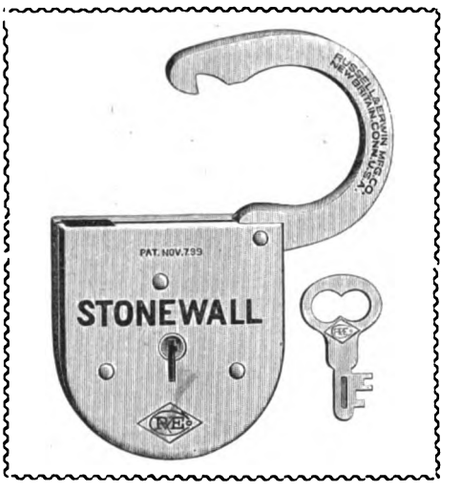
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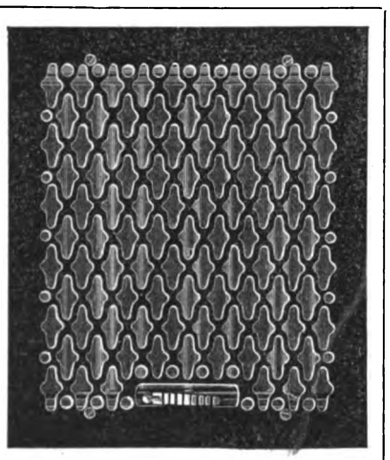
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ANNOUNCEMENT!



Made of Sheet Steel.

TO the buyers of *Warm Air Registers and Ventilators* we wish to announce that we are now prepared to furnish above mentioned goods made entirely of

SHEET STEEL,

ABSOLUTELY NON-BREAKABLE.

Excels all others in Strength, Air Capacity, Workmanship and Finish.

Full line of sizes from 4 x 6 to 36 x 36 inches. Finished in various styles — Japanned Black or White, Brass, Bronze, Copper, Etc. Cost does not exceed those made of cast iron.

.....PERMIT US TO MAIL CATALOG AND PRICES.....

THE CANTON STEEL ROOFING CO.,

MANUFACTURERS

CANTON, OHIO.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

Circulars and Advertising.

A writer in the *Spokesman* says that the tendency of manufacturers to use circular letters in place of space in trade papers is a result of the wrong idea of the value of a good name. The right kind of trade paper is the adviser of its readers—it helps them over the hard places in business and gives notice of new things. It is, first of all, the friend of its readers. This kind of a paper will not accept the advertisements of any firm which is irresponsible; this gives an implied good name to every advertiser. The business relations between persons introduced by a mutual friend are more cordial than those who meet because of the forwardness of the one who has something to sell. The trade paper will introduce any manufacturer or jobber to the class of business men he wants to reach. The introduction coming in the nature of an advertisement does not materially lessen the value of the introduction. The reader realizes that the firm is responsible or it would not be allowed to advertise in this particular publication.

Fudge—Do you know Stryker is a man of wonderful perception?

Budge—Yes. He said to me: "I s'pose you haven't a dollar you want to lend me?" And he hit it exactly right. I hadn't.—*Ex.*

There is $50,000,000 worth of United States Government property, as appraised locally, within the boundaries of the Greater New York.

Hardware

AND

Housefurnishings.

Union Auction Co.
(WHOLESALE)
92 Walker Street, N. Y.

The only house having....

Weekly Trade Sales

of Housefurnishings and Hardware.

Consignors

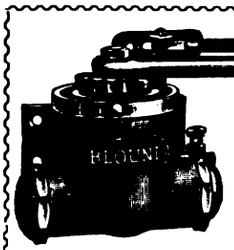
can avail themselves of our services. Quick returns.
Also Storage Space to let. (Reference.)
Can furnish Spot Cash Buyers for

Job Lots, Stores, Etc.



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For Ventilation, the best.
..For smoky chimneys a sure cure..
Made in two grades, 4 in. to 30 in.
SEND FOR CIRCULARS.
GEO. E. FENN, Boston, Mass.

"HARDWARE" has a field of its own.
That's Why
Advertisers get results.



The only House in U. S. who handle Door Checks exclusively as a livelihood.

TEL CALL, 1754 CORTLANDT.

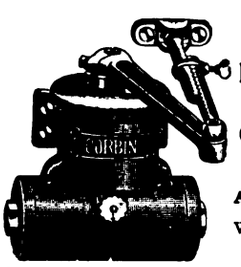
74 Murray St., New York, U. S. A.



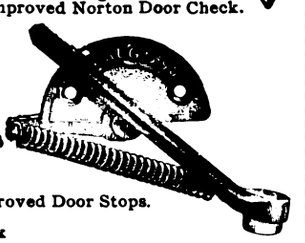
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Wholesale and Retail Dealers in the



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We repair every kind of Door Check that is reparable, at short notice.

THE BROHARD DOOR STOP.

TWO MORE VICTORIES WON.

In addition to the victories previously reported, Mr. J. S. FANNING again demonstrates the superiority of L. & R. SMOKELESS, at

SWANTON, VERMONT,
July 4 and 5. General average for entire shoot, 98 3/10 per cent. HIGH GUN.

NARRAGANSETT PIER, R. I.,
Inter-state Tournament, July 11 and 12. General average for entire shoot, 94 per cent. HIGH GUN.

Do Not Forget the World's Record, Utica, N. Y.
June 5th to 8th, ***231 Consecutive Targets in Open Competition for Money, Without a Miss.***

Mr. FANNING'S continued victories should make all sportsmen stop and consider. His load is:

U. M. C. "Acme" or Winchester "Leader,"
(¾ base). 2¾ in., 40-1 ¼; 7½ch. (factory load).

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Barberton, Ohio.—Miller Bros., recently of Miller Bros. & Hoffman, have leased the store room formerly occupied by A. A. Ault, next to the post office, and will occupy it about September 15 with a full line of general Hardware and stoves. They intend continuing the tin and roofing business in the building near the Belt Line Railway.

Champaign, Ill.—Robert Burrill, who was formerly connected with the agricultural business of Burrill & Davis, on South Market Street, intends opening the Golden Hardware Store, having purchased the Hardware business of Lucy C. Beyer on South Race Street, which will form the nucleus of his stock.

Hailey, Idaho.—The E. E. Stewart Co. has recently been incorporated for the purpose of engaging in the general Hardware business. Authorized capital $25,000, $10,000 of which is subscribed. The incorporators are E. E. Stewart of Ogden, George C. Thompson of Salt Lake, Lura Moseley of Ogden, George H. Rabens and James E. Orbison of Hailey, and who also form the Board of Directors.

Jackson, Tenn.—J. H. Jackson, now in the grocery business on Liberty Street, is having his store remodeled for the purpose of putting in a full line of Hardware.

Madison, Neb.—R. A. Malony has purchased a business block on Pearl Street, and intends engaging in the Hardware business.

Seattle, Wash.—The Sterling Mercantile Co. have recently incorporated for the purpose of engaging in the Hardware business, in connection with carpets, jewelry, etc. Authorized capital, $20,000. They will be located at 714 Riverside, and expect to be in operation by September 15. The incorporators are Dexter P. Taylor of Spokane, and John C. Strehle, G. E. Myers, William Kromeyer and Edward Ramsey, all of Litchfield, Ill.

Changes and Improvements.

Anthon, Iowa.—A. J. McMahan & Son have sold their Hardware stock to Claude Bradley and E. F. White. McMahan & Son intend removing to Idaho.

Ashley, Ind.—D. E. Gonser and Frank Baughman have purchased the Hardware store of Frank Hoover of this place.

Cairo, W. Va.—W. T. Greer & Son have dissolved.

Colorado Springs, Col.—The Clayton Hardware Co. has removed into the Herley Building.

Dunlap, Ill.—Holmes & Ashbough have purchased the Hardware stock of J. E. Watson.

Dublin, Ga.—The Robinson Hardware Co. has moved into one of the new brick stores recently erected by W. W. Robinson.

Everest, Kas.—Barney Lyons has sold the remainder of his Hardware and implement stock to Wood Price. Mr. Lyons intends taking a rest in the Colorado Mountains, with the intention of looking up a new business location at a later date.

Flushing, N. Y.—Vincent Barnes, the well known plumber and Hardware dealer of Great Neck Station, L. I., after a business career of more than thirty years, has arranged to retire from active business September 1. The business will be continued by William H. Webb of Spring Valley, N. Y., who will take possession about September 15. When Mr. Barnes first came to Great Neck, Mr. Webb was his first apprentice, and is consequently well known in the vicinity.

Friendship, N. Y.—The Drake Hardware Co. recently booked an order for one thousand steel ranges.

Gettysburg, Pa.—The Alleman Hardware Store, which recently changed hands, is now owned by S. L. Johns of McSherrystown and H. M. Gitt of Hanover. Mr. Alleman continues as manager.

Glenville, Ohio.—E. G. Wilson has purchased the Wilcox block on Collamer Street for $4,000. It is rumored a new Hardware store will occupy the building.

Green Fork, Ind.—Samuel C. Tyler has purchased the Hardware business of E. F. Ketch at this place, and will continue the business at the present stand.

Johnstown, Pa.—W. J. & George Fenn, who have been conducting a Hardware business under the firm name of Fenn Bros., recently dissolved partnership. George Fenn will continue the business, and his brother, W. J. Fenn, who is treasurer of the American Specialty Stamping Co., has retired from the Hardware business to devote all his time to the Stamping Company, whose plant is in Meadowvale.

Lenox, Iowa.—The firm of George & Martin dissolved recently. Mr. Martin will continue to manage the business. Mr. George will retire to his farm. Mr. Martin is a thorough businesss man, and his long experience in the Hardware business has established a large trade.

Lincoln, Neb.—A. L. French, a Hardware merchant in this place, has begun the erection of a large brick store building.

Lyons, Neb.—Frank F. Laase of Wisner and W. W. Allenson of Norfolk have bought the Hardware business of L. C. Coffin, at this place. They will adopt the firm name of Laase & Allenson. Mr. Laase will make Lyons his home, and have charge of the business, Mr. Allenson remaining in his position with the Harding Creamery Co. at Norfolk.

Ogden, Utah.—The Z. C. M. I. have moved their Hardware and grocery stocks into their new rooms, which have been fitted up with the latest and most modern appliances. Their Hardware shelving, which is now in place, is the Warren Sectional Shelving, a great improvement, but new to Utah.

Pearl City, Ill.—John H. Knapp has sold his building and stock of Hardware to William and Charles Kuhlemeier, who will continue the business.

Pittsburgh, Pa.—A. W. Kennedy has sold his extensive Hardware store in the Bank Building to Henry Heilman, a prominent contractor of this city.

Roland, Iowa.—E. A. Cole has sold his stock of Hardware and implements to Mr. Mike Hegland.

Scotland, S. D.—William Behl has sold his stock of Hardware, together with the building and lot, to Philip Smith & Sons. Possession will be given in September, Mr. Behl remaining with the new firm for a few months as tinner. The new proprietors are now living on their farms west of this town, but it is understood that they expect to put up a new building and keep a much larger stock.

Scribner, Neb.—F. H. Ranslem, from Cedar Bluff, has purchased the Hardware stock and business of William Eidam. Mr. Eidam will remain in Scribner and devote his time to the well and windmill business.

Toledo, Ohio.—Norton Bros., of the Norton Hardware Co., have added to their line of business, an up-to-date undertaking establishment. It is intended that their new establishment at 817-819 Jefferson Street will be the finest in the city for this special line of business. Mr. W. H. Norton has during the past ten years, in Boston, given this special business his careful and undivided attention, and the prospects of success are undoubtedly good.

West Milton, Pa.—Theodore Miller, who has been lately engaged in the stove and Hardware business, has parted with his interest in the store to his brother Kerr, and intends residing hereafter in Bell View, Ohio.

Fires in Hardware Stores.

Atlanta, Ga.—The King Hardware Co.'s stock of Hardware, valued at $100,000, seriously damaged by fire; said to be fully insured. Damage about $5,000.

Burtonsville, Md.—Frank P. Chaney's building and stock of Hardware destroyed by fire. Covered by insurance.

Eldorado, Ill.—John Kunz Hardware stock destroyed by fire. Loss $3,500, insurance $1,000.

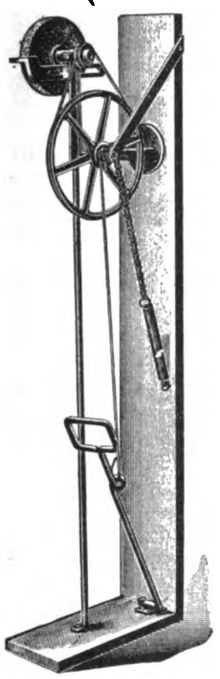
Gananoque, Canada.—A. E. H. Brathwaite's store destroyed by fire; loss $8,000, insurance $5,000.

Norfolk, Va.—Henry Walke Co., wholesale Hardware, largely damaged by fire. Loss estimated at $25,000, fully insured.

Punxsutawney, Pa.—Grier & Osterhout building destroyed by fire. Loss $40,000, insurance $20,000.

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FOOT POWER.

Sharpens or Polishes Anything.

4 Feet High.
Wheel, 6 x 1 Inches.

FITTED WITH

Coarse Emery,
Fine Emery,
Quartz,
Oil Stone or
Grindstone
Wheel—

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LIBERAL DISCOUNTS TO DEALERS.

Sent on Ten Days' Trial.

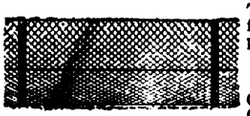
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• ARTISTIC DESIGNS •
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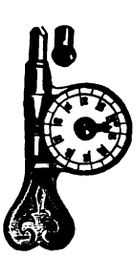
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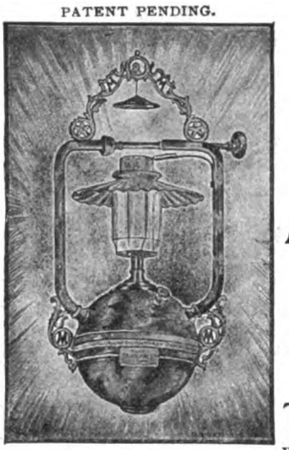
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STORE LAMP.

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Arc Lamp

450 CANDLE POWER

Burns 12 to 15 Hours with One Filling.

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STREET LAMP.

THIS is an air pressure lamp with overhead generator, which produces a light equal in brilliancy to any commercial arc. We do not claim more than our lamp will do, but leave it to those who see it to judge of its candle power and light-distributing qualities. We do not claim **100** candle power and give you **40**. Every lamp is guaranteed to do all we claim for it. It is made entirely of brass, of the heaviest gauge of any gasoline lamp made, and there is no reason why a lamp should not last for fifty years.

ABSOLUTELY PORTABLE.

Finished in Oxidized Copper. Presents a very handsome appearance.

It has been passed by Board of Underwriters without penalty. It is absolutely non-explosive. No smell; no smoke. You cannot only own your own gas plant, but electric plant as well, as our claims are not in excess of what we produce.

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"The Ogden Check" in Brief is

The only check that controls the door entirely.
The simplest and strongest check made.
Easily applied by anyone of ordinary intelligence.
Refilled with liquid, when necessary, through the filling chamber without removing from the door.
Positively regulated under all conditions and cannot leak.

SIMPLICITY SIMPLIFIED.

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750 Candle Power

ARC ILLUMINATORS

Produce the Finest Artificial Light in the World.

Superior to Electricity or Gas. Cheaper than Kerosene Oil.

A 20th Century Revolution in the Art of Lighting.

They darkness into daylight turn,
And air instead of money burn.

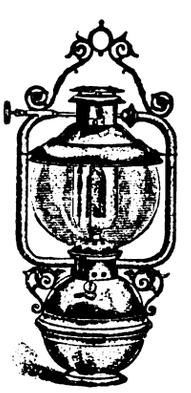
NO SMOKE. NO ODOR. NO NOISE. ABSOLUTELY SAFE.
They are Portable. Place them anywhere.

We also manufacture **Table Lamps, Pendants, Wall Lamps, Chandeliers, Street Lamps, etc.** The best and only really successful Incandescent Vapor Gas Lamps made. They sell at sight. **Good Agents Wanted.** Write for Catalog and Prices.



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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Brooklyn, N. Y.—The Peerless Bread-Cutter Co. has been incorporated. Its objects are to manufacture and sell bread-cutters. The capital stock is $500, consisting of 100 shares of five dollars each. The Directors for the first year are Peter H. Green, Alexander Neble and Harold Neble, of Brooklyn.

Camden, Maine.—Boston Safety Burner Co. organized for the purpose of manufacturing and dealing in oil burners, with $150,000 capital stock, of which $150 is paid in. The officers are: President, Eugene Humphrey of Boston; treasurer, Kendrick P. Crawford of Boston. Certificate approved Aug. 20.

Chicago, Ill.—Union Stove and Repair Co. has been incorporated to manufacture stoves and plumbing goods. Capital, $2500. Incorporators: Albert A. Lemoreaux, Oscar J. Allison, J. M. Miller.

Jersey City, N. J.—The American Cutlery Co. was formed recently to manufacture all sorts of knives and cutlery. Its capital stock is $500,000. The promoters of the scheme are Hatch & Delmar, of 179 Broadway, New York.

Depew, N. Y.—A new knife and cutlery works has been opened at this place by Michael Dobbins, formerly of the Lancaster Machine and Knife Works. The new shop is on Broadway.

East Orange, N. J.—Smith Machine Screw Co. has been incorporated; capital, $40,000. Incorporators: J. B. Maran, D. H. Sugrue, J. J. O'Connor, all of Lowell, Mass.

Franklin, Pa.—At a meeting of citizens recently $100,000 in stock was subscribed in the Grant Machine Tool Co., of Cleveland, with a view to bringing the works to this city. Mr. Grant decided some time ago to remove his factory from Cleveland and received an offer from Sandusky to go there. Franklin citizens, however, opened negotiations for it, and Mr. Grant decided to move here if $100,000 were subscribed, he himself taking a similar amount of stock. The amount was subscribed within two days. The works will be enlarged.

Hartford, Conn.—A certificate of organization has been filed with the Secretary of State by the Hartford Foundry Co. The corporation is organized for the purpose of running a general foundry for producing castings of all kinds whatsoever, grey iron, steel, copper, bronze, composition, brass and other metals. Also for the purpose of manufacturing such castings into machinery, tools, Hardware and other novelties. The capital stock is $36,000, divided into 360 shares of $100 each. The subscribers are: John W. Conway, Ernest H. Cady and Ernest Cady.

New York, N. Y.—The Bedford Aluminum & Specialty Co. have been incorporated to manufacture aluminum specialties, etc. The capital of the company is $5000, and the incorporators are: G. P. Bedford and S. R. Robinson of New York City and G. H. Vandewalker of Brooklyn, N. Y.

Rochester, N. Y.—The Rochester Wringer Co. has been incorporated, with a capital stock of $20,000, of which $10,900 has been paid in. The company will manufacture wringers and specialties. The directors for the first year are William T. Bradley, Charles J. Palmer and Louis P. Willsea.

Springfield, O.—The Western Mfg. Co. of this city has been incorporated in Columbus, with a capital stock of $15,000, and has begun to move into its new quarters in the old electric light plant, on West North street. The company will manufacture machinists' tools.

St. Louis, Mo.—The Pneumatic Door Seal Co. has been incorporated, capital stock all paid in, and held as follows: Wm. H. Jones, 4996 shares; C. P. Whitbread one, Charles Pickler one, D. W. Maher one, and Paul H. Jones one.

Changes and Improvements.

Chicago, Ill.—The American Cutlery Co. will soon begin the erection of a six-story factory building on Mather Street, near Halstead. The structure will be of mill construction, covering 42 x 100 feet ground dimensions, and will cost about $30,000.

Cleveland, O.—The Born Steel Range & Mfg. Co. have increased their capital stock from $150,000 to $300,000, and changed their name to the Born Steel Range Co.

Philadelphia, Pa.—The well-known firm of Hoopes & Townsend, manufacturers of bolts, nuts, rivets and washers, at Broad and Buttonwood streets, will in the near future erect an immense rolling mill at Fort Washington, Montgomery county. The new mill when put in operation will manufacture all the bar iron necessary for the manufacture of the firm's product.

Perry, N. Y.—The new addition on rear of the Robeson Cutlery Co.'s plant is completed, and new machinery is being placed as rapidly as possible. The increased space and facilities will give room for thirty-five or forty more operatives. Still another addition has already been started, in the shape of a one-story grinding room, where huge grindstones will be hung for the purpose of grinding butcher knives.

Providence, R. I.—The Washburn Wire Co. has commenced to build on its land located on the Red Bridge side of the American Electrical Works. The first building to be erected will measure 300 x 90 feet, will be constructed of iron and be two stories in height. The furnace building will be joined on to the main structure and will be about 160 feet long and 90 feet wide. Plans for the remaining structures have not been completed as yet, and probably will not be until the work on the first building is well under way.

Syracuse, N. Y.—E. C. Stearns & Co., manufacturers of Hardware, have rented from the American Bicycle Co. the bicycle building which the latter company owns at the Stearns plant on Oneida Street.

Tarrytown, N. Y.—The Rand Drill Co. intends to build a large addition to its present factory. The new building will be erected on the west side, and will be in size 280 by 40 feet.

Miscellaneous.

Hartford, Conn.—The annual meeting of the Western Automatic Machine Screw Co. of Hartford was held at the office of the Hartford Machine Screw Co. recently. Officers and directors were elected as follows: President, George A. Fairfield; vice-president, Charles M. Beach; secretary and treasurer, S. H. Curtiss; corresponding secretary, M. H. Levagood. Directors, George A. Fairfield, Daniel Morrell, James U. Taintor, Leverett Brainard, Charles E. Gross, Charles M. Beach, George H. Day, T. Belknap Beach, Joseph K. Lanman.

New Britain, Conn.—The stockholders of the New Britain Brass Co. held a meeting recently and elected a new board of directors as follows: F. E. Pitkin, New York; B. H. Hibbard, D. V. Edwards, James A. Dunn, New York; W. H. Cadwell, Charles H. Beach and John F. Reynolds.

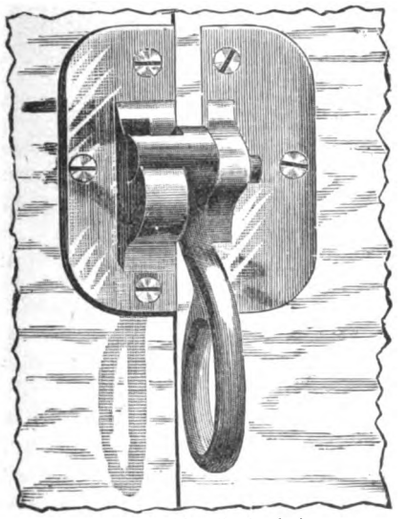
Ottawa, Can.—The Ottawa Saw Works Co. will soon again appear in business. The Company have secured the new building of the Ottawa Investment Co. on Victoria Island and expect to be in operation about the fifteenth of September. Orders for their machinery have already been let and with these large new premises the saw works will have a big industry. The output of the factory will be considerably larger than previous to the big fire. The industry is controlled by a company and P. M. Feeney, late of the old works, will be manager.

Richmond, Va.—The annual meeting of the stockholders of the Old Dominion Iron & Nail Works Co. was held at Belle Isle recently. The report of the president showed the operations of the company for the fiscal year to have been very satisfactory. Arthur B. Clarke was re-elected president, and the following directors were chosen: James Caskie, R. M. Blankenship, H. Landon Cabell, M. F. Montague, F. E. Nolting and J. T. Haxall. At a meeting of the board of directors F. M. Montague was re-elected vice-president; J. B. Carte, secretary, and R. M. Blankenship, secretary of the board of directors.

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Want to compile a scrap-book on a special subject—scientific, dramatic, biographic, political, social, financial, commercial, historic, economic, or otherwise?
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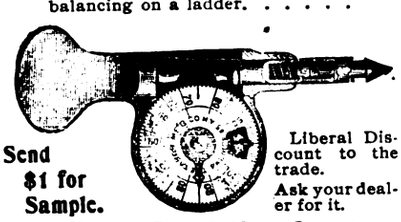
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You don't have to hunt for centre in shaft and then for your watch while balancing on a ladder. . . . . .

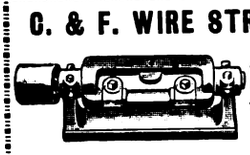


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Liberal Discount to the trade. Ask your dealer for it.

The Tabor Revolution Counter,
Elizabeth, N. J.

C. & F. WIRE STRAIGHTENER.



Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds.

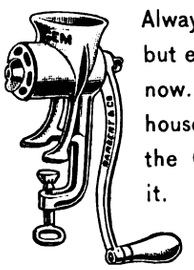
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Two Seasonable Specialties.

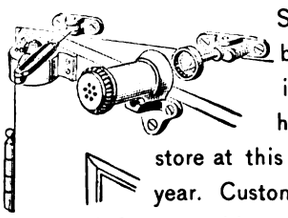
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Sargent's Gem Food Chopper



Always in demand, but especially so just now. As soon as a housekeeper hears of the Gem she wants it. That is why it pays dealers to carry it in stock, distribute printed matter and sell it. Send for printed matter and prices.

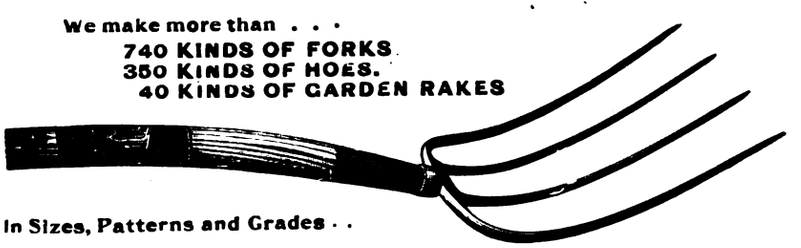
Sargent's Eclipse Check and Spring



Should be found in every hardware store at this time of year. Customers will soon call for something to keep doors shut. For simplicity, durability, utility and cheapness there is nothing like the Eclipse—a money-maker for the dealer.

FORKS, HOES, RAKES, &c., FOR EXPORT.

We make more than . . .
740 KINDS OF FORKS.
350 KINDS OF HOES.
40 KINDS OF GARDEN RAKES



In Sizes, Patterns and Grades . .

FOR ALL MARKETS OF THE WORLD.

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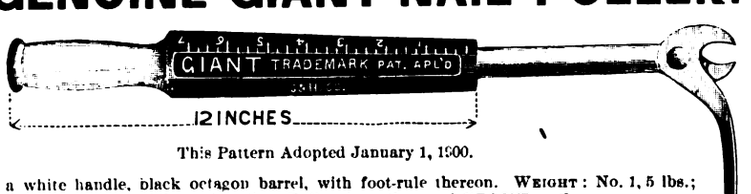
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FORT MADISON, IOWA, U. S. A.

THE GENUINE GIANT NAIL PULLER.

Imitated by Many. Equaled by None.



This Pattern Adopted January 1, 1900.

and consists of a white handle, black octagon barrel, with foot-rule thereon. WEIGHT: No. 1, 5 lbs.; No. 1½, 4 lbs.; No. 2, 3 lbs. All genuine Giant Pullers have the word GIANT on the rammer.

We manufacture a large line of Hardware Specialties. Write for New Catalogue and Prices.

SMITH & HEMENWAY CO., 296 Broadway, New York.

THE WALLACE BARNES CO.,

BRISTOL, CONN., U. S. A.

Manufacturers of SMALL SPRINGS of every description; and dealers in WIRE and COLD ROLLED STEEL.

ESTABLISHED 1857.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Arlington, Mass.—Bone & McCarthy, 22 Bennington Street.

Bridgeport, Conn.—The J. W. Woodruff Co. has been organized with a capital of $1000. They will deal in bicycle sundries.

Benton Harbor, Mich.—D. W. Baushke, 107 Michigan Street.

Bridgeport, Conn.—The Bridgeport Gun Co. is now a corporation in itself. Heretofore it was but one of the several departments of the varied Remington interests, but the line has been made distinct by the incorporation of the company with a capital of $200,000, $40,000 paid in in cash and $160,000 in property. The subscribers are George W. Hebard, Brooklyn, 1990 shares; Henry C. Rylands, Bridgeport, 5; Henry B. Cannon, Elizabeth, N. J., 5.

Carlisle, Ind.—O. L. Jones.

Columbus, O.—The Columbus Sporting Goods Co. has been incorporated with a capital stock of $100,000.

Detroit, Mich.—The Detroit Leather Goods Mfg. Co. has been incorporated with $10,000 capital, to manufacture leather bicycle and automobile handles and leather sundries. J. C. McIlroy is president and general manager.

Grand Rapids, Mich.—Geo. F. Krieger & Co.

Hartford, Conn.—The Colt Patent Fire Arms Co. of this city has commenced the manufacture of a new and novel arm in the shape of an automatic pistol that bids fair to revolutionize this form of weapon. This pistol is of 38 calibre and a special rimless cartridge, with a jacketed bullet, having a penetration of 11 inches in pine, with a velocity of about 1300 feet per second, is used. The magazine is similar to that of a Mauser rifle in its workings and is placed in the stock of the pistol. It contains seven cartridges.

Kansas, Ill.—Jas. Arterburn.

Kenosha, Wis.—The Badger Brass Co. has placed on the market the Fortis Electric Exerciser. It is designed to give muscular exercise in addition to a medicinal treatment.

Madison, N. J.—The Bicycle Combination Tool Co. has been incorporated to manufacture bicycle tools. Capital, $100,000. Incorporators: C. E. W. Smith of Madison; A. L. Hall of New York; H. S. Byrne of Yonkers.

Marshall, Ill.—Lou Kuhlman.

Niles, O.—The Columbian-Morgan Handle Bar Co. has been incorporated. Capital stock, $500,000.

Oswego, N. Y.—Gaskill & Cole, M. H. Gaskill and Lee Cole comprising the firm.

Pascoag, R. I.—William Spedding, South Main Street, repairing.

Philadelphia, Pa.—The Stearns Automobile Co. has been incorporated under Delaware laws with a capital of $1,000,000.

Portland, Me.—The National Tire Inflator Co. has been organized for the purpose of manufacturing inflators and other mechanical devices, with $1,000,000 capital stock. The officers are: President, Josiah C. Ward of Portland; treasurer, Benjamin G. Ward of Portland.

Rochester, N. Y.—The Wagner Mfg. Co. has been incorporated with $15,500 capital, to build and sell bicycles, tricycles, automobiles, carriages and other vehicles. The directors are J. George Wagner, Washington G. Humphreys and Chas. W. Eichelman, all of Rochester.

Saco, Me.—The Automatic Arms Co. has been organized for the purpose of manufacturing and dealing in firearms, with $100,000 capital stock. The officers are: President, Arthur S. Gray of Cambridge, Mass.; treasurer, James B. Sias of Boston.

Shelburne Falls, Mass.—The Bickel Mfg. Co. are nearly ready to begin the manufacture of their improved bicycle pedals and wrenches. A large part of the machinery has been installed, and as soon as a motor arrives to furnish power a force of men will be set at work.

St. Catherines, Ont.—The Hamnott Mfg. Co. are establishing a plant for the manufacture of bicycles in St. Catherines. The Council has decided to grant the firm a bonus of $15,000 and a loan of $10,000, payable in 15 years.

Sterling Junction, Mass.—Arthur Sault, repairing.

Syracuse, N. Y.—The W. A. Doubleday Co. has been incorporated to deal in bicycles; capital $6000. Incorporators: W. A. Doubleday, G. E. Hancock, both of Syracuse; E. P. Black of Liverpool.

Womelsdorf, Pa.—H. N. Blumenthal, repairing.

Changes and Improvements.

Binghamton, N. Y.—Waldron's, 107 Court Street, are closing out bicycles.

Bonner Springs, Kan.—B. H. Clark has sold out.

Bronson, Kan.—W. D. Freeman has sold out.

Celina, Ohio.—W. H. Conner succeeds Henry Schmidt.

Cincinnati, O.—J. W. Kraemer succeeds C. A. Ackerman.

Cleveland, O.—The Clay Stampings Co., a large manufacturing concern of this city, who have been more or less identified with the bicycle and automobile trades through the production of stamped parts, are considering a proposition for the removal of their plant to Bowling Green, O., where they have been offered an attractive bonus. S. S. Kurtz, well known to the bicycle trade as president of the Gillam Mfg. Co., which was absorbed by the American Saddle Co., is president of the company.

Marion, Ind.—The Marion Cycle Works closed down for an indefinite period recently, throwing 250 men out of work. B. F. Burk, a part owner of the property, is quoted as saying that the time having come when most all the large manufacturers of bicycles must transform their plants into other industries, the Marion Cycle Co. is already investigating for the purpose of making some other product.

Narragansett, R. I.—W. J. Conway succeeds W. J. Henry.

Newark, N. J.—Receiver Frederick F. Guild is offering for sale the plant of the Stockton Mfg. Co., and invites correspondence on the subject. He lays emphasis on the fact that the plant is well adapted for making the parts for automobiles and other machines of this kind.

Racine, Wis.—Work of rebuilding the Wisconsin Wheel Works is nearly completed, but still a large force of men are employed on reconstructing the plant. The indications now are most favorable for the beginning of operations at an early date.

Washington, D. C.—B. T. Wrenn succeeds P. von Broeckman.

Recent Embarrassments.

Baltimore, Md.—Arthur L. Cline and William Cline, Jr., trading as Cline Bros., dealers in bicycles and bicycle supplies at 304 West Baltimore Street, have filed a petition in bankruptcy in the United States District Court. The liabilities are placed at $7377.61 and the assets at $5672.75.

Berlin, Wis.—A. B. Davlin has filed petition in bankruptcy; liabilities $2010.20, assets $3000.

Boston, Mass.—George H. Anderson, liabilities $1101.15, assets none.

Bridgeton, N. J.—Bridgeton Cycle Co. (not inc.), sheriff in possession.

Denver, Col.—The Silver State Cycle Co. has been adjudged bankrupt in the United States Court.

Recent Fires.

Cleveland, Ohio.—The plant of the Shelby Steel Tube Co. at Beaver Falls, Pa., was badly wrecked by fire recently. The building was occupied jointly by the Shelby Co. and the Boston Electroduct Co., and the loss to both is estimated at $250,000.

Fall River, Mass.—Fire broke out in the Assonet Gun Factory, owned by N. R. Davis & Son, recently, which caused a damage of $500 before it could be extinguished.

Milwaukee, Wis.—The Hoyt Mfg. Co.'s plant at North Milwaukee has been destroyed by fire, entailing a loss of $26,000, with an insurance of $19,000. The buildings were owned by the American Bicycle Co. and the contents were the property of Thomas Hoyt. The cause of the fire is unknown.

Peabody, Mass.—E. J. Porter, Lowell Street, slight damage.

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ESTABLISHED 1840.
Luther Boardman
EAST HADDAM, CONN. U.S.A.
MANUFACTURERS AND ELECTRO PLATERS OF NICKEL SILVER FLAT TABLE WARE.
SPOONS, FORKS, BUTTER KNIVES Etc.
ALSO BRITANNIA SPOONS.
QUALITY GUARANTEED.
THESE GOODS HAVE BEEN BEFORE THE PUBLIC FOR FIFTY YEARS AND UPON THEIR EXCELLENCY ALONE HAVE ATTAINED UNPURCHASED PRE-EMINENCE WHICH ESTABLISHES THEM AS UNEQUALED IN DURABILITY.
ASK YOUR DEALER FOR THEM AND TAKE NO OTHER

THE CHAMPION SASH LOCKS
ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.
Made in three sizes and all finishes. . . . . .
Catalogue on Application.
The Champion Safety Lock Co.,
CLEVELAND, OHIO.

Hardware Dealers, Do You Know
That if you are in need of a Self measuring Oil Tank, you will save big money by purchasing the Best, Simplest and Cheapest,
"The Eastern."
Send for catalogue, containing price and points of merit.
All Outfits Warranted.
Eastern Oil-Tank Co.
146 Fletcher St., Lowell, Mass.

SOMETHING NEW!
Mould and Ladle, Combined,
For Casting Vise Jaws.
Also made for Casting Soft Hammers.
Price, complete, with One Pair Jaws for 4-inch Vise, $1.50.
CHARLES H. FIELD, 113 Point Street, Providence, R. I.

Columbian 1000-Shot Air Rifle.
Patented Oct. 24, 1893.
CHAMPION MODEL.
This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.
Write for Discounts to Trade.
WM. C. SMITH & CO., Mfrs., 1429 North 21st St., PHILADELPHIA, PA., U. S. A.

CLEVELAND GALVANIZING WORKS, - - Cleveland, Ohio.
MANUFACTURERS OF
White Metal Pattern Letters and Figures.
PUMP CHAIN,
RUBBER BUCKETS
Lightning Rod Fixtures.
General Galvanizing and Job Machine Work. . . Established 1886. .

THE GLOBE AIR RIFLE,
MANUFACTURED BY
J. A. Dubuar Mfg. Co.
Northville, Mich.
It is a beauty. It makes a boy feel proud when he becomes the owner of one. It is made in both single-shot and repeaters. If you are a retailer, write us and we will give you the name of jobbers near by you who handle them. If you are a jobber, write us for prices. Anyway, place your order somewhere at once, and get ready for the Fall Trade.

Something New.
GALVANIZED IRON SUCTION PUMP.
CLEAN, STRONG, DURABLE.
Adapted for either Cased, Driven or Open Wells.
This is rapidly taking the place of wood pumps, and is a winner in the export trade.
Write for Price-List and Catalogue of this and other Pumps.
TORRENT PUMP CO., CLEVELAND, O., U. S. A.

Gasoline Motors,
One to Seven H. P.
Single and Double-Cylinder Motors,
Air-Cooled and Water-Jacketed.
Adapted for Vehicles, Launches and Other Purposes.
ROADWAY BICYCLE MOTOR.
Also Complete Sets of Castings and Working Drawings for Constructing these Motors.
Lowell Model Works
LOWELL, MASS.
Box 292.

BROWN'S WINDOW LOCK
HOLDS and LOCKS the Sash at ANY Point. CANNOT BREAK or WEAR OUT. A Substitute for WEIGHTS. Any one can Put it On.
S. A. BROWN,
385 Washington Street, BUFFALO, N. Y.

SIGNS ENAMELED STEEL SIGNS for Transfer Wagons, Street Name Plates, etc.
PORCELAIN ENAMELED LETTERS
For Window Signs and House Numbers, Enameled Door and Number Plates for Public Institutions, Offices, Hotels, Boats, etc.
Catalogue and Discount Rate to Dealers.
A. V. TAYLOR & CO., Enamelers,
CINCINNATI, OHIO.

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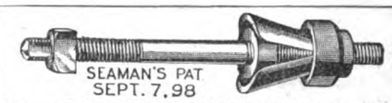


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RIVETS and WIRE NAILS.



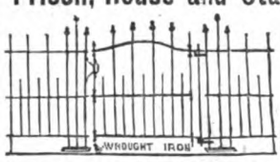
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New Brighton, Penn.



The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, 275 Broadway, New York. 48

COMPETENT HARDWARE TRAVELER.—A thoroughly competent Hardware salesman wanted for the territory of Eastern and Southern Georgia. Must come well recommended and have an established trade. Address HARDWARE JOBBER, care HARDWARE, 275 Broadway, New York. 120

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

HARDWARE SALESMAN.—Experienced Hardware salesman to travel in the Southern States, including Texas. Must have a thorough knowledge of the business, and be acquainted in the South. Address, BUILDERS' HARDWARE, care HARDWARE, 275 Broadway, New York. 53

HARDWARE SALESMEN.—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address STAPLE, care HARDWARE, 275 Broadway, New York. 97

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X, care HARDWARE, 275 Broadway, New York. 87

SALESMAN.—First-class salesman wanted to sell special line to jobbing and best retail Hardware trade of New England. Line successfully introduced elsewhere, and to some extent in above territory. We prefer some one having a few other lines. Address "PROMPT," 414 West Water Street, Cincinnati, Ohio. F

SALESMEN to sell a fine line of goods to Hardware and implement trade. Big commissions. ULRICH MFG. CO., 112 River Street, Rock Falls, Ill,

TRAVELING SALESMAN—A first-class traveling salesman; to sell Emery and Corundum wheels. Must be a hustler and up-to-date in every respect, and have established trade in Middle States particularly. Address, with references, EMERY, care HARDWARE, 275 Broadway, New York. 52

Help Wanted.

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BUILDERS' HARDWARE —Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

ENERGETIC YOUNG MAN, having four years' experience as a salesman and manager in the business, desires a position in a retail or wholesale house in city. Best of references as to character, ability and habits. Will start on moderate salary. Address PERMANENT, care HARDWARE, 275 Broadway, New York. B

EXPERIENCED ACCOUNTANT.—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address BOX 1105, Millheim, Pa. 118

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED MANAGER, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address J. H. G., care HARDWARE, 275 Broadway, New York. 117

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

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Situations Wanted.

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

EXPORT.—I would be glad to make a connection with any wholesale Hardware, mill supply, machinery, or agricultural implement house, or in fact any large house that does an export business, with the idea of developing their export trade, for which there is good opportunity at the present time. First-class experience and references. Adress H. F. F. care HARDWARE, 275 Broadway, New York. G

GENERAL MANAGER.—A middle aged German-American desires a position where ability in buying, selling, correspondence, bookkeeping and general management will be appreciated. A1 references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

HARDWARE SALESMAN.—A young man would like a position as salesman, inside or out, with wholesale or retail Hardware house. Can give good reference. L. H. P., care HARDWARE, 275 Broadway, New York. 105

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE CLERK.—Young man with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

OFFICE ASSISTANT.—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, $6 00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

SALESMAN.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

SPANISH TRANSLATIONS and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

STORE OR ROAD SALESMAN.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

SALESMAN, now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

SUPERINTENDENT.—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

WANTED, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

Situations Wanted.

YOUNG MAN, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE 275 Broadway, New York. 110

Agents Wanted.

TO SELL THE "NULITE," our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

WE GIVE exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BEUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 30 x 70, 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

RETAIL AND JOBBING HARDWARE BUSINESS in complete running order. An opportunity that seldom comes on the market. Capital chance given if bought immediately. Address GRISWOLD, MALONEY & CO., Elmira, N. Y. 114

Wanted to Purchase.

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and salt of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R.H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

To Rent.

THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

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WRITE FOR QUOTATIONS



GET OUR PRICES BEFORE ORDERING

Mention "Hardware."

Take Your Choice.

You "get your money's worth."

PETERS SHELLS.

IDEAL. A high-grade, rich cherry-colored shell. High brass reinforcement, Battery Cup, Peters No. 3 Primer loaded with **King's Smokeless.** Highest velocity. Even pattern.

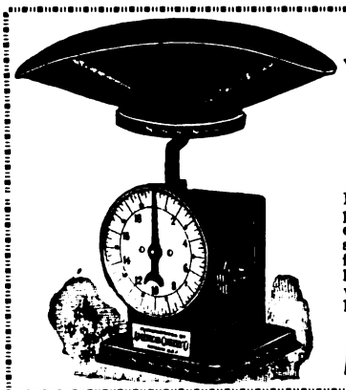
NEW VICTOR. Medium Grade. A beautiful green shell, brass reinforcement. Loaded with **King's Smokeless.** A perfect load for Trap or Field.

REFEREE. Any trap shooter or hunter now using black powder should try the Referee Loaded with **King's Semi-Smokeless Powder.** It has all the advantages of Smokeless and costs but a trifle more than black powder loads.

LEAGUE. The King of all Black Powder Loads. They are loaded with specially selected material and are unexcelled.

THE PETERS CARTRIDGE CO.,
Cincinnati, Ohio.

EASTERN BRANCH:
T. H. KELLER, Manager,
80 Chambers St., - - New York.



IMPROVED

YOUNG AMERICA SCALE.

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.

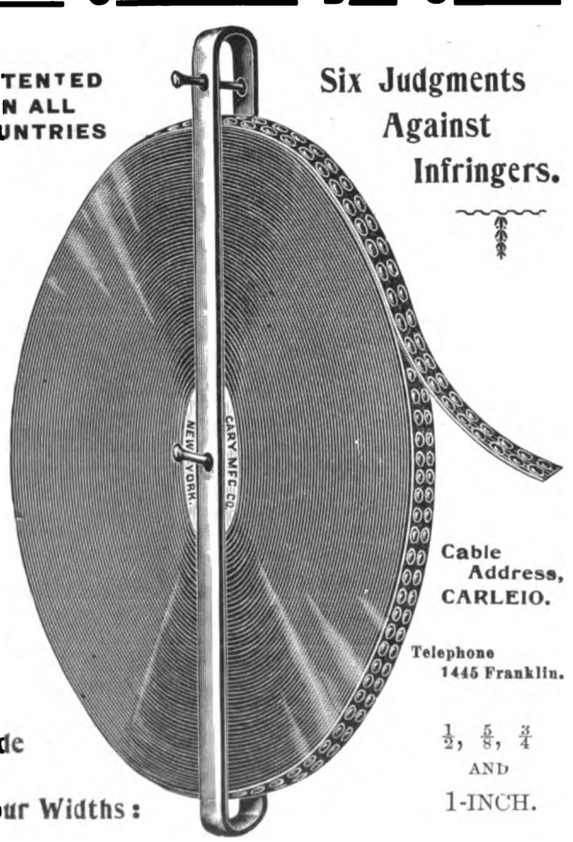
One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [*Corkscrews*]: To present new goods to the trade we consider HARDWARE one of the best mediums known.

CARY'S UNIVERSAL BOX STRAP.

PATENTED IN ALL COUNTRIES

Six Judgments Against Infringers.



Cable Address, CARLEIO.

Telephone 1445 Franklin.

Made in Four Widths: $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ AND 1-INCH.

CARY MANUFACTURING CO.,

19 and 21 Roosevelt St., New York.

ALL THE NEWS. **HARDWARE** HARDWARE EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

. . . PUBLISHED BY . . .

THE HARDWARE PUBLISHING CO.,

275 Broadway, New York.

PRICE $1.00 PER YEAR FOR 24 ISSUES.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's ..... } 50%
Ship Carpenters " ..... }
Railroad " ..... }

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge.....40c
U. M. C. Co., ground edge, heavy....50c
Musket, Waterproof, 1-10's 60c
G. D.....35c

CARTRIDGES—

Rim Fire Cartridges 50%
Rim Fire Military.....15%
Cent. Fire, Pistol and Rifle.....25&5%
Cent. Fire, Military and Sporting.....15&5%
Blank Cartridges, 22 cal.....10&5%
Blank Cartridges, 32 cal.....10&5%
Primed Shells and Bullets .....15&5%
B. B. Caps, Round Ball .....25&10%
B. B. Caps, Con. Ball, Swgd .....net

PRIMERS—

Berdan Primers 5%
B. L. Caps (for Sturtevant Shells).....5%
All other Primers.....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge....25%
First quality, 14, 16 and 20 gauge, $7.50.....20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....33⅓&5%
Primrose Club.....15%
Nitro.....15%
High Ball.....15%
Smokeless .....33⅓&10%
Acme .....33⅓&10%
Brass Shot Shells, 1st quality 60%
Brass Shot Shells, Club, Rival and Climax 65%

SHELLS, LOADED—

"New Club," Black Powder.....40&5%
"New Rival," Black Powder.....40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder.....40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up.....$ .60 } 20%
B. E., 9 & 10.....70 }
B. E., 8.....80 }
B. E., 7.....60 }
P. E., 11 up.....1.00 }
P. E., 9 & 10.....1.25 }
P. E., 8.....1.50 }
P. E., 7.....1.50 }

SHOT—

Tatham Bros., List June 11, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags $1.40
Drop Shot, sizes smaller than B, 5-lb bags 85
Drop Shot, B and larger sizes, 25-lb bags 1.65
Drop Shot, B and larger sizes, 5 lb bags 40
Buck Shot, 25-lb bags 1.65
Buck Shot, 5 lb bags 40
Chilled Shot, 25-lb bags 1.65
Chilled Shot, 5-lb bags 40
Dust Shot, 25-lb bags.....2.10
Dust Shot, 5-lb bags.....50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb ..... Each .75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb ..... .45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb ..... .25
F, FF, FFF, in canisters of ½ lb ..... .15
F, FF, FFF, in canisters of ¼ lb ..... .12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb 8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb 4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb 2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb.. 5.00
Nos. 1 and 2, in ½ kegs of 12½ lb 2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb 1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb.. 4.00
F, FF, FFF, in ½ kegs of 12½ lb 2.25
F, FF, FFF, in ¼ kegs of 6¼ lb 1.25
Meal Powder, In kegs of 25 lb 4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb 2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, in kegs of 25 lb .....
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb .....
Fourth of July Powder, In kegs of 25 lb .....
Laflin & Rand Smokeless, 10-Can Drums 9.00
Single Canisters..... 1.00
Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.:
In cases of 25 each. Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb ..... $ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb..... .45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb.... .30
Eagle Rifle and Superfine Sporting, in canisters of 1 lb..... .45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb .... .25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb ... .15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb... .12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb $8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb 4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb..... 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb 4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb 2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb 1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb..... 4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb..... 2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb 1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb..... 5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb 2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb 1.50
Mealed Fowler, in kegs, 25 lb.. 4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb..... 2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb 2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb..... 1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:
Du Pont Smokeless Shotgun Powder:
Kegs, equal in bulk to 25 lb Black Powder 22.00
Half kegs, equal in bulk to 12½ lb Black Powder..... 11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder..... 5.75
Canisters, equal in bulk to 1 lb Black Powder 1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder..... 1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder.....1.00
Du Pont U. S. 50 Calibre Smokeless Rifle Powder, per lb 1.25
Discounts on application.

Animal Pokes—

Iowa Farming Tool Co.: ℔ doz.
Hawkeye $3.25
Western 3.75

Anti-Rattlers—

Fernald, Wire.....50&10%
Burton's .....50&10%
Gem 60%
Steel Drive.....40%
Kohler's: ℔ gro.
Invisible, No. 3 .. .. $6.00
Perfect, No. 2..... 7.00
Bolt Holder, No. 1..... 9.00

Anvils—

American "Horse-Shoe" 9¾c
Armitage's Mouse Hole.....9¾c
Cincinnati .....25&10%
Eagle Anvils, ℔ lb 9c..... .15@15&5%
Hay Budden, Wrought.....8¾c
Peter Wright's.....9¾@10¼c
Samson.....40&10%
Trenton 1c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....40%
Holt's.....40@40&10%
Millers Falls (with drill), $18.00.....15%

Augers and Bits—

Boring Machine.....60@40&10%
Com. Auger Bits .....60@60&10%
Cooks:
Augers.....50@50&10%
Augers, Millwrights.....45%
Auger Bits .....50@50&10&5%
Car Bits 45%
Forstner Pat. Bits 25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 80....50%
Nobles Double Spur, No. 32...50&10%
No. 10 Extension Lip 40%
No. 10 Extension Lip Car Bit.....40%
Car Bits, No. 10.....40%
Car Bits, No. 30 .....50%
Ring Augers.....70%
Jennings' Pattern.....50&10%
Job T. Pugh's, Black 20%
Job T. Pugh's, Jennings Pat.....35%
Snell's Ship Auger Pattern Car Bits.....30&10%
Swan's:
Jenning's Pattern Auger Bits 60%
Jenning's Pattern Car.....40%
Jenning's Pattern Machine.....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3.....25&10%
Douglass' .....25&10%
Ives.....25&10%
Millers Falls, Goodell..... 15&7½%
Swan's.....50%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%
Swan's.....50&10%

DOUBLE CUT GIMLET BITS—

Common .....40&10@50%
Mayhew's Diamond ℔ doz. $1.25....40%
Swan's.....40%
C. E. Jennings & Co.....45%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's .....40&10%
Snell's Bell Hangers 50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10%; for metal, 60%
Cleveland Wood Bits for Brace..50&10%
Detroit.....50%
K. & F.....60&10%
Morse.....50&10%
Swan's, for wood .....40&10%
Syracuse, for wood.....40%

TWIST DRILLS—

Cleveland .....60&10%
K. & F. Straight Shank.....60&10%
Morse Straight Shank.....50&10%
New Process .....60&10%
Standard .....60&10%
Standard Oil Tube Drills..... ....15%
Syracuse .....60&10%
W. & B. Diamond.....60&5@60&10%
W. & B. Universal Self-Oiling. 10%

SHIP AUGERS AND BITS—

L'Hommedieu's ... .15@15&10%
Snell's..... .....33⅓&10%
Watrous'..... .....33⅓&5%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch .....40&10%
Patent Peg.....50%
Sewing, Com.....88c@$1.00
Shouldered Peg 50%
Shouldered Brad..... .....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level:
Handled Brad ....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10..... .....60%
Brad Sets:
No. 42, $10.50; No. 48, $12.50..... 70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....5%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles .....33⅓&5%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50@7.00
First quality, other brands....6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's Underhill's or Blood's...40&10%
Peck's:
Champion Blade.....45%
Empire Brand..... .....50&10%
Fayette R. Plumb:
Broad, New List .....33⅓&2½%
Lathing.....33⅓&5%
Shingling .....33⅓&5%
Warehouse..... ...33⅓&5%
Vulcan Tool Co .....40&5%
D. Simmons & Co.:
Broad } 50&5%
Shingling and Claw..... }
Lath, Hunters', etc..... }
M. C. Ogden's:
Broad 40%
Shingling, Claw, etc..... .....50%
Hanoled..... .....40&10%
Boys.....5%

Axle Grease—

Dixons' "Everlasting":
1-lb box..... 15
2-lb box..... 25
10-lb pail.....$1.20
25-lb keg..... 2.75
50 lb keg..... 5.00

Balances—

Chatillon's:
Light, Class A.....40&10%
Circular Balances, Class C 50%
Ice Balances, Class B..... .....50%
Straight Balances, Class A1 and A2.40%
Large Dial, Class D.....30%

Balances, Sash—

Pullman's ..... 50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National.....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50.....25@30%
Tinned, each, $7.50.....25@30%

Bells—

HAND—

Extra Heavy Brass..... ..60&10%
Light Brass .....65&10%
Eastlake.....60&10%
Pure Bell Metal.....55%
Globe (Cone's Patent).....35%
Silver Chime.. ....35%
White Metal.....65&5%

DOOR—

Trip, Gem 40%
Alarm, Abbe's.....40%
Alarm, Yankee.... .....50%
Gong, Abbe's 40%
Gong, Yankee..... .....50%
Lever, R. & E. Mfg. Co.'s.....50&10%
Multi-Stroke.....40%
New Departure.....45@50%

COW—

Common Wrought 70%
Kentucky.... .....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star..... .....50%
Western, Sargent's List 70%

Bellows—

Blacksmiths'.....60@10&5%
Hand.....25&10%
Moulders'..... .....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless, stitched....40%
Cleveland Rubber Co.:
Buckeye.... .....60&10%
Shield High Grade .....50&10%
War. 2 XL 40%

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Common Standard ..... 75&10%
Extra. ..... 60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable ..... 50&10%
Staple..... 60&10%
Standard..... 70&10%

Bench Stops—

Cincinnati..... 25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00..... 40&10%
Seymour Smith & Sons..... 25&10%
Terrell's Nos. 1 and 2, $3.00; No. 3, $3 00 ℔ doz..... 25%
Miller's Falls..... 15&10%
Weston's..... 40%

Binder Twine—

White Sisal, 500 ft. to lb..... 8½c
Standard, 500 ft. to lb 8½c
Manila, 600 ft. to lb 11½c
Pure Manila, 650 ft. to lb..... 12½c

Bit Holders—

Angular 45%
Extension:
Barber's, ℔ doz. $15.00..... 45@50%
Ives' ℔ doz. $20.00..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3.00..... 33⅓%
Excelsior..℔ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's..... 50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets..... $5.50
Forhan's Improved Star Tenon ℔ gro. $1.00..... 25%
Holt's Tenons 70%
Merriman's Brass Lever ℔ gr.... $15.00
Merriman's Iron Lever ℔ gr..... 9.00
Millers Falls ℔ set $1.00..... 15&10%
Security Gravity ℔ gr..... $9.00
Washburne's Plate ℔ gr..... 9.00
Zimmerman's..... 50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's ..... 60&10@70%
Hartz' Steel..... 50@60&10%
Iron Strapped..... 70%
Rope Strapped..... 60&10%
L. V. Sheaves..... 60%
Lanes:
Junior, Self Sustaining..... 30%
Pat. Automatic..... 30%
Perfect Safety 30%
Stowell, Novelty Block..... 50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c..... 50&10%
Cast Iron Chain..... 50&10%
Cast Iron Shutter Bolts..... 45&10%
Ives' Patent Door Bolts..... 65%
Wrought Barrel.....66⅔@60⅔&15%
Wrought Square..... 60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list.. 50@50&10%
Wr't Sunk Flush, Stanley's list... 45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list..... 50@50&15%
Wrought Spring, Sargent's..... 75%

CARRIAGE, MACHINE, &C.—

Bolt Ends..... 70@70&10%
Machine..... 70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84..... 75%
Phila., Eagle, list June 1, '99..... 80%
R. B. & W., $2.40 list..... 70%
Sleigh Shoe ..... 50&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted 57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99 ..... 60%
Norway, Phila 70%
R. B. & W., Norway..... 70%

STOVE AND PLOW—

Plow..... 50&10%
R. B. & W. Plow 50%
Stove, List Dec. 28, '99..... 60%

MISCELLANEOUS—

Sink 62½%

Bone Mills.

Enterprise ..... 25@30%
Stearns 40%

Borers, Bung.

Enterprise ..... 25@30%
Each..... $1.25, $1.55, $2.50
Nos..... 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 10¢
No. 10 ..... 25¢

Borers, Tap—

Common Ring..... 20&10%
Enterprise..... 25@30%
Ives..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'.....	$2.75	$3.88
Jennings'.....	3.00	3.75
Millers Falls.....		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss..... 60&10%

Boxes, Mail.

Heller's ..... .40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet..... 60&10%
Spofford..... 60&5%
C. E. Jennings & Co.:
No. 108@114½..... 50&10%
No. 208½@214½..... 50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.) .....60@60&5%
Gen. Spofford's,.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent..... 75%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%
Window Screen Corner.....60&10%
Reading, Plain..... 60%
Reading, Rosette 60%

Bracket Saw Frames—

Millers Falls Co..... 25%

Bracket Sets—

Millers Falls Co 33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list..... 80%

Bull Rings—

Humason, Beckley & Co.'s..... 80%
Peck, Stow & Wilcox Co.'s..... ...60%
Sargent's 80%
Seymour Smith & Sons..... 60%

Bull Punches—

Humason & Beckley's 25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's ..... 25@30%
Beatty's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
. & I. J. White..... 25%
New Haven Edge Tool Co.'s..... 40%
P. S. & W ..... 33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—

Ordinary Black Handle 25%
Humason & Beckley's..... ....25&10%

Butt and Rabbet Gauges—

Stanley's..... 25&10%

Butts—

BRASS—

Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House..... 40%
Cast Brass, Loose Joint .....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—

Loose Joint..... 70%
Loose Joint, Japanned..... 70%
Loose Joint, Jap. with Acorns..... 70%
Loose Pin..... 70%
Mayer's Hinges 70%
Parliament Butts..... 70%
Fast Joint, Broad .....60@60&10%
Fast Joint, Narrow..... 60@60&10%

WROUGHT STEEL—

List April 1, 1895.

Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow.....
Fast Joint, Light Narrow ... .
Fast Joint, Broad.....
Loose Joint.....
Loose Pin.....
Table Butts, Back Flaps, etc.....
} 66⅔@70&5%

Calipers—

Bemis & Call:
Wing 65%
Double..... 65&10%
Inside and Outside.....65&10%
Straight Leg..... .....65&10%
Call's Pattern, Inside..... .....55%

Can Openers—

American..... ℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Sardine Scissors ....75&10%
Sardine Scissors, Forged Steel.. ℔ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50..... .....75&10%
Universal, ℔ doz., $3.00..... ..50%

Cards—

Cotton..... 25%
Horse and Curry..... 25%
Wool 25%

Carpet Stretchers—

Montross' "Excelsior,"...℔ doz., $6.00..... 30%
Bullard's..... .....33⅓%
Cast Iron Steel Points.....℔ doz.....80c
Socket.....℔ doz., $1.75@$2.00

Carpet Sweepers—

		℔ doz.
Bissell Carpet Sweeper Co.:		
American Queen.....	Cyco-Bearing	$27.00
Crystal.....		86.00
Gold Medal		24.00
Grand		36.00
Grand Rapids.....		22.00
Hall.....		60.00
Prize.....		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club.....		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel.....		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel.....		24.00
"Standard A," Japan.....		20.00
"Standard A," Nickel.....		22.00

Lots of 5 dozen, $1.00 per doz. less.

Goshen Sweeper Co.:	New Prices ℔ doz.
Goshen Junior	$9.00
Eureka.....	12.50
Champion.....	17.00
Our Leader.....	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan... .	14.00
Banner, Broom Action, Japan..	20.00
Banner, Broom-Action, Nickel.	22.00
Reliable, Broom-Action, Japan.	20.00
Reliable, Broom-Action, Nickel.	22.00
Rapid, Broom-Action, Japan...	20.00
Rapid, Broom-Action, Nickel..	22.00
Select, Broom-Action, Japan...	20.00
Select, Broom-Action, Nickel..	22.00
Easy, Cam Action, Japan.....	20.00
Easy, Cam Action, Nickel.....	22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed..... .....60&10%
Bracket Bed ....60@60&5%
French or Phila. Iron Wheel..... .....60%
Brass Wheel ....40&10%
Martin's Patent (Phœnix) ...50&50&10%
Plate..... .....60&10%
Payson's Truck Casters..... .....60&10%
Payson's Furniture..... .....70%
Payson's Truck..... .....70%
Tucker's Patent, low list..... .....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co..... 66⅔%
Sargent s..... 70&10%
Weltons..... 70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain .....50@50&5%
American Proof Coil, 1000-lb lots,

Inch.	Per lb.
3-16.....	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16.....	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ℔ 100 lbs.

Bridgeport Chain Co.:
Brown, Coil..... 60%
Brown, Halter 60%
Competition Sash. ..... 50&10%
Monarch, Sash..... ..40&10%
Triumph, Coil 55%
Triumph, Halter..... 55%
Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain .....
Covert Mfg. Co., Stallion Chain..
} 85%
Galvanized Pump Chain .....5½@6c
German Coil, list July 24, '97..60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass..... 50&50&10%
Oneida:
Niagara..... .....60%
Eureka..... .....60%
Trace, Wagon and Fancy Chains, New List..... .50@50&10%

COW TIES—

American ....85@40%
Niagara ....45@50%
Covert Mfg. Co.:
Cotton 45%
Hemp..... .....45%
Jute..... .....35%
Sisal..... .....20%

Chain Guards—

Aluminum S. & N. Co..... 50%

Chain Hoists—

Moore's "Anti-Friction"..... .....30%
Moore's "Direct" 50%

Cherry Stoners—

Enterprise..... .....25@30%
Family..... net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros..... .....30%
Charles Buck..... .....30%
Douglass..... .....
Mix..... .....
Ohio Tool Co..... .....
P. S. & W..... .....
Swan..... .....
Witherby..... .....
} 70%
C. E. Jennings & Co. No. 70..... .....20%
Jennings & Griffin Mfg. Co..... .....70%

TANGED AND MISCELLANEOUS—

Box..... .....60&10%
Buck Bros..... .....20&10%
Butchers'..... .....$4.75@$5.00 to £
C. E. Jennings & Co..... .....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges 40%
Spear & Jackson's..... $5.00 to £
Tanged Firmers' ....40@40&10%

COLD CHISELS—

Good quality, ℔ lb..... .....18c@20c
Snell's Best C. S..... .....50%

Chucks—

Beach Patent, each, $8.00..... .....20%
Cushman's:
Combination..... .....40%
Independent 50%
Morse's Adjustable, each, $7.00..... .....25%
Syracuse, Balz Patent..... .....30%
Skinner's Patent Drill Chucks..... .....30%
Skinner's Ind't Lathe Chucks..... .....40%
Skinner's Pat. Comb. Chuck..... 40%
Standard, Improved..... .....45%
Union Mfg. Co.:
Combination..... .....40%
Independent..... .....40%
Universal..... .....40%
Victor, No. 1, $8.50; No. 2, $12.50 .25%

Clamps—

Adjustable, Cincinnati ....25&10%
Adjustable, Hammers..... .....15%
Adjustable, Stearns'..... .....80%
Malleable, Stearns' 75%
Cabinet Makers or Quilt Frame, Sargent's 45%
Carpenter's, Cincinnati..... .....25&10%
Carriage Makers', Sargent's .50@50&10%
Carriage Makers', Stearns'...50@50&10%
Carriage Makers', P. S. & W. Co.40&10

Smith's:
Eccentric 25%
Splicing 25%
Splicing Tools..... .....25%
Warner's ....40&10%

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Cleaners, Sidewalk— ₽ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago.....Each 8.75 net
TOILET
Chicago Flexible Shaft Co.'s: ₽ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—
Norway Axle ..... 60&10&10%
Norway Spring Bar Clips....60&10&10%
Superior Axle Clips.....60&10&10%

Coffee Mills—
Box and Side.....50&50&10%
Enterprise Mfg. Co.....25@30
Logan & Strobridge Co.....net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60@60&10%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent Spring Calipers and Div.....25&10%
Wright's.....33⅓%

Coopers' Tools—
Bradley's.....20%
Barton's.....20@20&5%
Beatty's.....33⅓%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves, Cincinnati Tool Co..15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co... 40&10%
Samson.....₽ doz $10.00
Williamson's.....40%

Corn Hooks— ₽ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Countersinks—
Mayhew's Diamond..... 40%
Smith's..... 25%
Snell's..... 50%
Wheeler's Patent..... 50&10%

Crayons—
Sargent's List.....20%
Dixone: ₽ gro.
Eclipse.....$3.75
Emerald..... 5.00
Oriole..... 5.00
Rainbow..... 2.81
Solid..... 7.50

Curry Combs—
Fitch's List, Nov. 20, '96.....25&10%
Kohler's.....30@35%
New York Stamping Co. List, Sept. 17, '97.....40%
Perfect.....40%
Rubber, ₽ doz. $7.50.....20&10%
Southington Cutlery Co.'s .....25&10%

Cycle Hangers—
Lane's.....33⅓&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) .....40&10%
Pope & Stevens:
Brass.....40%
Embossed..... 80&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's..... ....33⅓@40%
Columbia.....50&10%
Eclipse.....50&10%
Home..... .....45&10@45&10&10%
Norton's.....50%
Toler's..... .....40%

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, ₽ doz. $5.50.45@50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in., ₽ gro.....$15.00
Torrey's Rod, 43 in., ₽ gro..... 42.00
Victor, Coil..... .....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25@25&10%
Bradley's.....35%
Douglass.....70&10%
Jennings & Griffin.....66⅔%
Mix.....70&10%
Ohio Tool Co.....70&10%
P. S. & W.....70&10%
Witherby.....70&10%
Watrous.....30&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....66⅔%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Clamp.....20%
Ratchet, Billings' Double Acting. 33⅓%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.....25@30%
Ratchet, Fletcher's..... 40%
Ratchet, Whitney's.....50%
Ratchet, Weston's.....20@25%
Stearns' Bench..... 30%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00: Adjustable No. 10, $12.00.....33⅓%
Wilson's Drill Stocks.....10%
TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS'
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co 30%

Dust Beaters— ₽ doz.
Planet Mfg. Co., No. 1.....$3.00
Planet Mfg. Co., No. 2..... 4.00
Planet Mfg. Co., No. 3..... 5.00

Easy Lawn Swings— ₽ doz.
Ulrich Mfg. Co..... .....$85.00

Egg Beaters—
Dover Stamping Co.:
New Dover, ₽ doz. 75 cts., ₽ gro.$7.50
Extra Family Size .....₽ doz. 2.00
Keystone 33⅓%
Spiral .....₽ gro. $4.25@$4.50
Standard Co.: ₽ gro.
Dover, No. 5.....$5.50
Dover, No. 10..... 7.00
Dover, Steel Handle, No. 10.... 7.00
Dover, Extra Heavy, No. 15.....12.00
Rival..... 9.00

Emery—
Genuine Turkish Walpole Mills, No. 6 to 46, ₽ lb.....10c } 20%
No. 54 to 150, ₽ lb.....10c }
Flour, ₽ lb..... 8c }

Enameline— ₽ gro.
No. 4..... $4.50
No. 6..... 7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives— ₽ doz.
"Challenge".....$3.00
Popes..... 3.00
Wilkinson's..... ....$3.60 net
Woestenholm's.....$3.25..10%

Faucets—
Brass Globe Cocks.....60@60&10%
Brass Racking.....60@60&10%
Compression Bibbs.....50&10@60%
Red Cedar.....40@40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key..... .....60%
John Sommer's "Buckeye," Metal Key..... .....40%
John Sommer's "Rochester," Metal Key.....50%
John Sommer's "Rival," Metal Key.50%
John Sommer's "Crescent," Metal Key.....50&10%
John Sommer's "Diamond," Lock..40%
John Sommer's "Eclipse," Lock.40&10%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork Lined.....50%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "Common," Cork Lined.....70%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar. 50&10%
Star.....60@60&5%
SELF MEASURING—
Enterprise ₽ doz. $36.00.....40%
Lane's ₽ doz. $36.00 .....40&5@40&10%
National Specialty Mfg. Co.....33⅓%

Files—
DOMESTIC—
New List, Nov. 1, 1899.
American .....70&10%
Arcade.....70%
Derby..... .....75&10%
Disston's 70%
Disston's Superfine .....25@30%
Eagle 70%
Economy .....75&10%
Great Western..... .....70&10%
Kearney & Foot ....70&10%
Nicholson 70%
Nicholson's X. F. Files.....30@25&10%
Royal. 75
Second Quality Files.....80&10%
Tiger..... .....75%
Victor ....75&10%
IMPORTED—
Stubs.....Stubs' list, 30@33⅓%

Fish Hooks—
Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fish Scalers—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's..... .....25&10%

Fluting Scissors—
List. 45%

Forges—
Boynton & Plummers.....60%

Forks—
Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks..... .....40&5%
Ballast or Stone Forks .....40&5%
Beet Forks..... .....40&5%
Coal Forks..... .....40&5%
Coke and Cotton Seed Forks.....40&5%
Hay Forks, Four Tine, Standard Size 60⅔%
Hay Header and Baler Forks, Four Tine .....60&30%
Manure Forks, Four Tine.....75%
Manure Forks, Five and Six Tine...70%
Grain or Barley Forks.....70&10&2½%
Heavy Mill, Manure or Street Forks.75%
Oyster Forks..... .....40&5%
Potato Digging Forks..... .....65%
Potato Scoop Forks.....50%
Shaving Forks..... .....40&5%
Sluice Forks.....40&5%
Socket Hay Forks, Four Tine..66⅔&5%
Socket Manure Forks, Four Tine....70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks .....70&5%
Stone Picking Forks..... .....65%
Tanner's Forks .....40&5%
Hay Forks, Three Tine, Standard Size.....66⅔%
Hay Header and Baler Forks, Three Tine .....67½&2½%
Hay Forks, Two Tine, Standard Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise ....25@30%

Fry Pans—
Acme Fry Pans ....70@70&5%
Burnished, regular goods....75@75&10%
Standard List.....70&10@75%

No....	0	1	2	3	4
₽ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
₽ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—
Common Hemp Fuse, ₽ 1000 ft. $4.50.. .....25%
Common Cotton Fuse, ₽ 1000 ft. $4.75 .....25%
Single Taped Fuse, ₽ 1000 ft. $3.00.25%
Double Taped Fuse, ₽ 1000 ft. $10.00.. 25

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel..... .....50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc.. 55&10@55& 10&10%
Stanley's..... 60&10%
Stanley's Chisel ....20&10%
Starrett's Surface, Center and Scratch..... 25&10%
Copeland Champion Bit, ₽ doz. .$2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10 & 10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets, ₽ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head..... .....50&10%
Wood Head..... .....50%
Swan's, German Pattern..... ..40&10%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid .....25&25&10%
Mystic.....40%
Martine..... .....40%

Glue Pots—
Tinned.....30&10@40%

Graters—
Champion Nutmeg.....₽ doz. $9.00
Edgar's Nutmeg.....₽ gro. $10.50..10%
Enterprise ....25@30%
Rotary Nutmeg.....₽ gro. $9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
P., S. & W. Co.....50&10%
Russell & Erwin..... 70&10%
Sargent's Patent.....70&10%
Stowell .....55&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....₽ doz. $6.50

Halters—
Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters.....45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.:
Handled Claw..... 40&10%
Machinists'.....50&10%
Humason & Beckley.....40&10%
Dunlap's Patent..... .....25%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75..... 40%
H. & B., Tack.....50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox..... 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.33⅓&5%
Engineers and B. S. Hand. ..50&10%
Y. & P., A. E. Nail .....33⅓&5%
Other Brands..... .....40&5%
Sargent's New List..... .....40@40&10%
Ulrich's Handy... .....₽ doz. $3.00
Verree..... .....50&10%
Warner & Noble's New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb .....₽ lb 40c } 75@75&10%
3 to 5 lb .....₽ lb 36c }
Over 5 lb .....₽ lb 30c.....75&10%
Heavy Weights .....75&10%
Wilkinson's Smiths.....9½@c@10c ₽ lb

Hammock Ropes—
Covert Mfg. Co.:
Jute..... .....35%
Sisal.....20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's..... .....₽ doz., $15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's ... ... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb.....80c.70%

Nos.....	0	1	2	3	4
₽ doz....	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%
Drawer Handles..... .....60%
Ring Handles 70%
Roggin's Latches.... .. ....35@35&10%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles..... .....60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock 50%
Bronzed ..... 50@50&10%
Japanned, with Nuts ..... 45&10%
Japanned, with Plate ..... 45&10%
Japanned, without Plate ..... 45&10%

DOOR PULL—
Bar ..... 60@60&10%
Barn Door ..... 50&10%
Chest and Lifting ..... 60@60&10%
Drawer Pulls ..... 50&10@40%
Plain B. M. ..... 60@60&10%
Push Plates, Sargent's List 60@60&10%
Sash Pull Plates ..... 70&10%
Sash Pulls ..... 60&10&10%
Window Pulls ..... 60&5%

WOOD—
Auger, assorted ..... ₱ gr. $2.25@2.50
Auger, large ..... ₱ gr. 3.00@3.25
Auger, Douglass' Pat., ₱ set, No. 1. $1.0 ; No. 2, $1.40 .60&10%
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32/4 ..... 40%
Auger, Swan's Pat., ₱ set, No. 3. $1.00; No. 4, $1.25 ..... 25&10%
Brad Awl ..... ₱ gr. $1.75@$2 00
Chisel, Worcester, Leather Cap'd .. 1 50
Disston's Crosscut 50%
File, assorted ..... ₱ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.50
Firmer Chisel, Apple, large, ₱ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork ..60&10@60&10&5%
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins 40%
Champion ..... 45@45&10%

Hangers—
American Trackless ..... 33⅓&20%
Barn Door, old pattern ..... 60&10%
Barn Door, New England ..... 66⅔@60%
Barry, $6.00 ..... 50&10%
Best Anti-Friction ..... 60&10%
Challenge Barn Door 50%
Cronk's Roller Bearing. No. 0, $15 00; No. 4, $18.00; No. 5, $26.00. 60&10&5%
Cronk's Steel, cov'd, Loose Axle .. 60%
Coburn 40%
Davis Parlor Door ..... 50@50&5%
Duplex (Wood Track) ..... 60&10&5%
Kidder's ..... 50@50&10%
Lane's Barn Door:
Barn Door, Standard 60%
Covered ..... 50&10@50&10&5%
Special 60%
No. 50 ..... 50&10@60&5%
New Model, Tinned ..... 30&10@40%
Parlor:
Standard ..... ₱ set, net $3.50@$3 60
Ball Bearing .. " " 4.50@ —
New Model .. " " 3.00@ —
New Champion " " 2.50@ 2 50
Manhattan 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $13.00. ₱ dozen pairs ..... 60&10%
Richards' Single Track, Steel ... 40&10%
Richards' Anti-Friction 50%
Stearns:
Single Track, No. 5 ..... 50&20%
Gem 60%
Royal 60%
Challenge 60%
Warner, 1 and 2 ..... 40%
Stowell Mfg. Co.'s Barn Door:
Badger ..... 60&10%
Climax ..... 55&5%
Interstate 60%
Magic 70%
Matchless, Covered ..... 50&10%
Nansen, Roller Bearing ..... 50&10%
Parlor Door 50%
Wild West ..... 50&5%
Zenith, for Wood Track ..... 55&5%
Baggage Car Door 33⅓%
Elevator 40%
Railroad ..... 55&5%
Street Car Door ..... 50&10%
Victor, No. 1, $15 00; No. 2, $20.00. No. 3, $25.00; No. 4, $35.00 .60&10&2½%
Warner's Patent ..... 20&10&10%
Wilcox 40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1 10 ₱ doz. 40&10%
Wrought ..... 80&10@85%
Wrought, Stanley 80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley ..... 60&10%

Hay Racks—
Baxter, Wrought Iron, No. 1, $1 ₱, net; No. 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point .50%
Auburn Straw 40%
Lightning, from jobbers ..... 60&5%
Wadsworth's 40%

Hinges—
WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate 70%
Rolled Raised 70%
Plate Hinges, "Providence," 6 to 12 in., ₱ lb, 5c., 14 to 36 in., ₱ lb, 4c.
Screw Hook and Strap, 6 to 12 in., ₱ lb, 3½@3¾c.
Screw Hook and Strap, 14 to 20 in., ₱ lb, 3½@3½c.
Screw Hook and Strap, 22 to 36 in., ₱ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges ..66⅔@66⅔&10&10%
Heavy Strap Hinges ..... 70@70&10&10%
Light T Hinges ..... 50&10@60&10%
Heavy T Hinges .60&10@60&10&10&10%
Extra Heavy T Hinges ..... 66⅔@70&10%
Long Chest Hinges ..... 45@50&10%
Hinge Hasps ..... 45@50&10%
Crate Hasps ..... 45@50&10%
Crate Hinges ..... 66⅔@70&10%

SPRING HINGES—
Bommer's 33⅓%
Bardsley's Patent Checking 15%
Chicago 25%
Champion 60%
Keil's American 30%
Matchless, Double Acting Pivot 25%
New Idea, No. 1 ..... ₱ gr. $7.50
New Idea, No. 2 ..... ₱ gr. 18.00
Rex ..... ₱ gr. 18.00
Royal, Japanned 66⅔%
Rubber 66⅔%
Sargent's List, 1894:
Bronze Metal ..... 70&10&10%
Japanned Surface, Single ..... 70&10%
Japanned Surface, Double ..... 60&10%
Mortise ..... 70&10%
Model ..... 70@70& 0&10%
Tuscan Surface, Sing'e 70%
Tuscan Surface, Double ..... 60&10%
Vigilant 60%
Stearns 75%
Union Spring Hinge Co.'s List, March, 1894 ..... 20%
Union Mfg. Co. 25%
Van Wagoner & Williams Hdw. Co.:
Acorn ..... ₱ gr. $12 50
Acme 20%
Acme, Brass 20%
American 20%
Clover Leaf ..... ₱ gr. $12.50
Columbia, No. 14 ..... ₱ gr. 9 00
Columbia, No. 18 ..... ₱ gr. 25.00
Crown 30%
Gem 25%
Knoxall ..... ₱ gr. $9.00
Oxford 25%
Wiles', No. 1, ₱ gr., $16.00; No. 2, $18.00

GATE HINGES—
Automatic ..... ₱ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz. $7.90 ..... 60%
N. E., Reversible ₱ doz. $5.60 ..... 60%
N. Y. State, ₱ doz. $4.90 ..... 60%
Shepard's, Nos. 1, 2, 3 ..... 60&10%
Western, ₱ doz. $4.20 ..... 60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 ..... 70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 ..... 70&10%
Nos. 40 and 50 ..... 70%
Huffer ..... 55@60%
Parker ..... 70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 70&10%
Shepard's or Wrightsville Hdwe. Co.:
Acme, Lull & Porter ..... 70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Champion Gravity Locking, No. 75 ..... 70&10&10%
1808, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5 ..... 70&5%
Double Locking, Nos. 20 and 25 ..... 70%
Empire, Nos. 101 and 103 ..... 70%
Niagara Gravity Locking, Nos. 1, 3 and 5 ..... 70&10%
Noiseless, Nos. 50, 60, 65 and 55 ..80%
O. S., Lull & Porter ..... 80&10%
Pioneer, Nos. 050, 45 and 5½ 70%
Steamboat Gravity Locking, No. 10 ..... 70&10&5%
Stenger's Positive Locking 70%
W. H. Co.'s No. 2 Mortise Gravity... 60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ₱ doz. sets
Stanley's Rolled ..... 20&10%
Stanley's Rolled Center 30%

Hitching Cords—
Covert Mfg. Co. 45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes 65%
Cotton Hoes ..... 70&10&10&5&2%
Cotton Chopper Hoes ..... 75&10&7½%
Garden Hoes ..... 75&5%
Harper's No. 7 Mortar Hoes 65%
Jersey Hoes 65%
Kretzinger, Cut-Ezy ..... 75&5%
Ladies' Cotton Hoes ..... 75&10&7½%
Laid Steel Edge Hoes ..... 25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes ... 75&7½&2%
Planter Hoes, Regular Pattern ...70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes ..... 75&10&2%
Special Mortar Hoes ..... 40&10&2½%
Sunhem Meadow Hoes ..... 75&5&2½%
Tobacco Hoes ..... 75&20%
Toy Ladies' and Boys' Hoes .70&10&10%
Truck Hoes ..... 50&10&2%
Warren Hoes 60%
Weeding Hoes and Rakes 75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware ..... 40&10%
Pearl, Agate ..... 40&10%
Peerless Enameled-Ware 70%
Crystal Steel-Ware ..... 50&10%
Blue and White-Ware ..... 40&10%
White-Ware ..... 33⅓&10%

STOVE HOLLOW-WARE—
Ground ..... 60&10&10%
Unground ..... 70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans ..... 45@50%
Maslin Kettles ..... 70@70&10%
Tinned Boilers and Saucepans ...45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. ..... 40&5%
Reed & Barton ..... 40&5%
Rogers & Brother ..... 40&5%
Simpson, Hall, Miller & Co. ..... 40&5%
William Rogers Mfg. Co. ..... 40&10%

Hooks—
AGRICULTURAL—
Potato, all kinds 70%
Manure 70%
Iowa F. T. Co.'s Clam ..... 60&10&2½%

BUSH—
Jennings & Griffin's ..... 33⅓&5%

CORN—
Kretzinger Cut-Ezy ..... ₱ doz. $8 net

CAST IRON—
Bird Cage, Sargent's list ..... 60&10&10%
Bird Cage, Reading ..... 60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list ..... 50&10%
Chandelier 70%
Clothes Line, Sargent's list ..... 50&10%
Coat and Hat, Sargent's list ..... 50&10%
Coat and Hat, Reading ..... 60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50&50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Wardrobe 55%

WROUGHT IRON AND STEEL—
Cotton ..... ₱ doz. $1.25
Cotton Pat. (N. Y. Mallet & Handle Works) 20%
Hammock Hooks, E. C. Stearns, ₱ doz 50c
Picture, T. & S. Mfg. Co. 75%
Tassel, T. & S. Mfg. Co. ..... 50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley ..... 80&10%

WIRE—
Atlas Coat and Hat 45%
Belt ..... 75@75&10%
Crescent, Coat and Hat ..... 50&10@60%
Wire Coat and Hat, Acme ..50&10&50 &10&5%
Wire Coat and Hat, Gem ....50&10@50 &10&5%
Wire Ceiling, Gem ....50&10@50&10&5%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass ... No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass ..... 60&10%
Hooks and Eyes—Mal. Iron ..70@70&10%
Cotton, Box and Hay ..... 60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—
	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&10%
American, all sizes							10½c net
	Nos.	6	7	8	9	10	
Ausable		28c	26c	25c	24c	23c	50%
Anchor		23c	21c	20c	19c	18c	40%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40&5&2%
Clinton Fin		19c	17c	16c	15c	14c	30&5%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50&10&5%
Neponset							40%
Northwestern		25c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Snowden		9½c	9½c	9½c	9½c	9½c	net
Vulcan		23c	21c	20c	19c	18c	25%

Horse Shoes—
Horse and Mule, per keg $3.7
Burden's, all sizes 3.70
Bryden, Phœnix, Perkins, &c. 3.75
Diamond State, Shoenberger, Crescent, &c. ..... $3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Hose, Rubber—
Boston Belting Co.:
"Boston" 50%
Competition 70%
Extra 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick ..... ₱ gr. $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Parker's:
Ice Box Chisel ..... ₱ doz. $12.00
Ice Crusher, No. 3 ..... ₱ doz. 8.00
Ice Crusher, No. 2 ..... ₱ doz. 6.00
Ice Crusher, No. 1 ..... ₱ doz. 20.00
Ice Tools ..... ₱ doz. 4.00
} 25@10&5%
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33 ₱ doz. $6.00 .. 25@30%
No. 34 ₱ doz. 15.00 .. 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 15@20%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Ames':
Bread Knives, ₱ doz $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives .. 25%
Foster Bros.' Butcher, &c. 30%
Goodell's:
Bread Knives Ass'n list ..... net
Butcher ..... net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base 10%
Base, Rubber Tip, 2½ in. Bead, ₱ gr. $1.50
Carriage, Jap ..... ₱ gr. 80c .. 60%
Door Mineral, R. & E. list ... 45&10%
Door Por. Jap'd, " " ... 45&10%
Door Por. Nickel, " " ... 45&10%
Picture, Judd's ..... 50&10%
Picture, Sargent's ..... 60&10%
Yale & Towne Wood ..... net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6.50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25@50%
Gibbs' Arc.....₱ doz. $10.00
Gibbs' Hustler.....₱ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₱ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ₱ lb
Lead Pipe, full lengths.....6c
Lead Pipe, cut lengths.....6½c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....87½c
Sheet Lead, full rolls.....7c
Sheet Lead, cut rolls.....8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ₱ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₱ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₱ doz. $9.60
Jennings' Star.....₱ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3.50
Porc. Lined, Wood.....₱ doz. $6.00
30&10@40%
Wood, Common, ₱ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₱ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₱ doz. $7.50..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co.....net prices
Champion Night Latches.....40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R. & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₱ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₱ doz. 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos....5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ₱ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1, ₱ doz. $26.....60%
Little Giant.....50&10%
Nos...305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ₱ doz.....45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's, ₱ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter.....
₱ doz. $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₱ lb
Magnolia, Anti-Friction.....25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₱ doz. $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₱ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....60@60&5%
PICTURE—
Brass Head, Combination list.....70%
Brass Head, Sargent's list...70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, ₱ doz.....$9.00
Cyclops.....35%
Eclipse.....₱ doz. 18.00, 25&10&10%
Giant, No. 1, ₱ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₱ doz. $18.00, 20%
National.....₱ doz. 24.00, 40%
Pelican.....₱ doz. $9.00, 40@40&10%
Scranton, No. 2.....₱ doz. $10.00
Scranton, No. 3.....₱ doz. 9.00

Nail Sets
Buck Bros.....27½%
Cannon's Diam'd Point, ₱ gro. $12, 25%
Humason's.....50&10%
₱ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....$4.75
Corrugated.....6.50
Knurled.....9.00

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₱ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$5.20
Hot pressed, hexagon, blank.....5.50
Hot pressed, square, tapped.....5.00
Hot pressed, hexagon, tapped.....5.30
Cold punched, plain, square, blank 4.30
Cold punched, hexagon, square, blank.....4.40
Cold punched, plain, square, tapped.....4.10
Cold punched, plain, hexagon, tapped.....4.20

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ₱ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....50&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ₱ lb.....$ .60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₱ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅜ to ⅝ at back, 1/8 to 5-16 edge, ₱ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ₱ lb.....70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ₱ doz.
8x2.....$12.00
7x2.....11.00
6x2.....10.00
5x2.....9.00
4x1⅛.....7.00
3½x1.....5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₱ lb.....$ .24
About 2x2x1½, extra selected....40
Discount, 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, ₱ lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....70%
MISCELLANEOUS— ₱ lb
American Packing.....8c@10c
Cotton Packing.....13c@14c
Italian Packing.....10c@12c
Jute.....5c@5½c
Russian Packing.....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₱ doz.
Advance.....$ 4.50
Baldwin.....5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....12.00
Improved Bay State.....$27@30.00
Little Star.....4.00
New Lightning.....5.50
Penn.....3.75
Perfection.....4.00
Reading, 72.....4.00
Reading, 78.....7.00
Scott's Pat. Rotary.....$15.00, 20%
Turntable, Old Style.....4.50
Turntable, 1898.....5.00
White Mountain.....4.00
POTATO— ₱ doz.
Saratoga.....$5.50
White Mountain.....4.50

Pencils—
Dixon's: ₱ gro.
Carpenter's.....$3.67@8.75
Carpenter's, Blue or Red Lead.....4.00@7.50
Lead.....2.18@4.88
Lumber.....6.87
Mascot, Hexagon.....3.75
Mascot, Round.....3.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous.....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle", Ohio, Sandusky } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₱ doz. $12.00.....25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₱ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers...66⅔%
Morrill's Parallel, ₱ doz. $12.00..80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....20%
Iron Levels.....25&10%
Disston's.....70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₱ lb
Joseph Dixon's.....₱ gro. $5.75, 10%
Gem.....₱ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₱ doz. ₱ gro.
1 qt.....$ .75 $ 6.50 } 10@
1½ qt.....85 8.00 } 15%
2 qt.....1.15 12.00
Quincy Corn Popper, 1 qt., ₱ doz. $3.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers— ₱ doz.
Disston's Samson Digger....$34.00, 25%
Kohler's: ₱ doz.
Little Giant, No. 12.....$12.00
Hercules, No. 25.....10.00
Invincible, No. 6.....9.00
Pioneer, No. 714.....7.50
Lock Lever, No. 20.....12.00
Universal, No. 49.....12.00
New Champion, No. 37.....6.00
Iron Handle, No. 38.....7.00
Ryan's.....₱ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.....60%

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw....₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $12.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 82, Fig. 523, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No 235, Fig. 403, Windmill Pump.....16 00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 488, Geyser Tank Force Pump.....16.00
No. 268, Fig. 513, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

Torrent Pump Co., Cleveland, O.: Net
Purifying Pump, each.....$3.00
Chain for same, ₱ foot.....11
Torrent C. P. Curbs, each.....1.50
Same, fitted for 2-inch tubing...1.60
Poplar Tubing, ₱ 100 feet.....4.00
2-inch Tubing, ₱ 100 feet.....5.00
Galvanized Iron Tub'g, ₱ 100 ft...6.00
Couplings for same, ₱ pair.....15
Galvanized Chain, ₱ 100 pounds..5.50
Torrent Rubber Buckets.....5.00
Victor Buckets, ₱ 100.....7.50
Cleveland Buckets, ₱ 100.....4.50
Torrent Water Drawer.....50%
Roberts Water Drawer.....50%
Wood Suction Pumps.....50&5%
Galvanized Iron Pumps.....50%
Cyclone Force Pump.....50%
Oatman Handy Hoops.....40&10%
Eave-Trough Hangers.....40% Net
Sprayers, ₱ dozen.....$4.50
Acme Riveter, ₱ dozen.....4.50
Dreyer Spoke Repairer, ₱ doz...60
Delivered f. o. b, Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@35%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co.. 20&2%

Rail—

	⅛	⅝	¾
Barn Door, Light, In.			
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3 65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....85%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb, 35c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3 75
Jumbo, net ₱ doz.....7.00@3.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—
New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Copper ed.....62½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

Cotton Rope, Best,	₱ lb
¼ inch and larger	13 @14c
Medium, ¼ in. and larger	10 @12c
Common, ¼ in. and larger	8½@10c
Jute Rope:	
A grade	7½c
C grade	7 c
Manila:	
7-16 in. and larger	11 c
⅜ in	11½c
¼ and 5-16 in	12 c
Hay Rope, Medium	11½c
Sisal:	
7-16 in. and larger	8 c
⅜ in	8½c
¼ and 5-16 in	9 c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....85&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges, Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c
COLD HANDLED—
Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 2.%
Self-heating, Tailors'.₱ doz. 22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....80@30&5%
Sand and Emery Paper..50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@18c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 38c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass.40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 14 in. Wide.....60%
Band ¼ in. to 2⅛ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%
HACK SAWS AND FRAMES—
Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....4 %
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161.....₱ doz. 5.75@ 6.00
Union Platform Plain.... 2.00@ 2.10
Striped..... 2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....20%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—
Phillips: ₱ doz.
⅞ in., Style E, Fancy Screen Doors.....$12.00
⅞-in., Style G, Common Screen Doors.....7.75
⅞-in., Style K, Fancy Screen Doors.....9.90
⅞-in., Style K4, Fancy Screen Doors.....10.50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens..... 50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns:
Frames and Corners..... 25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers... .....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co .. ..40&10%
Jennings & Griffin 66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's Nos. 5 and 10 ... .75%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Baisley's Patent..... 33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz .....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head 77½%
Brass, Round Head.....72½%
Bronze, Flat Head 72½%
Bronze, Round Head.....70%
Coppered, Flat Head.....75%
Coppered, Round Head 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head..... 70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.... .....50%
Brass, Round Head.....50%
Iron, Flat Head 50%
Iron, Round Head..... .....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail..... .....60&10%
Lag Screws. List, January 30. 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech... ...℔ doz. 2.40
Chair ....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing 50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's 60%
Piano Stool .....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15.....25%
Barnes' Scroll Saw Blades.....40%
Cricket..... .....10&10%
C. E. Jennings & Co 25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00 ... .15&10%

Scythes—
Grain .....net
Grass .....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast) .....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers... .....net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel..... 60%
Shears, Tailors'.....40%
Shears, Tinners'.....40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled..... .... 60%
Standard Cutlery Co.:
Japanned..... .....70&10%
Nickeled .. ..60&10%
Star Brand:
Nickel Scissors..... . .....60%
Nickel Shears..... .....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners..... 70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned 70%
Nickeled..... .....60%
Tailors' Shears..... .40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list..... .....60&10&2%
Hatfield's Pattern..... .....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s..... 60@60&10%
Sargent's list 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.10	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back.....	$8.70	$8.10
Strap Back.....	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head .....60&10@60&10&10%
Iron Head .....60&10@60&10&5%

Shutter Bars—
Ives'... .....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12..... 40%
Enterprise. .....25@30%
Enterprise Mfg. Co..... ...25%
Tucker & Dorsey:
1 Knife .....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters 50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise..... .....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes..... .....66⅔%
Fitch's:
Bolt.....45%
Bristol ....40&10
Champion 40%
Clipper.....50&10&5%
Empire .....50&5%
National .....50&5%
Security 40%
Victor..... .....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Breast Strap Buckle Snaps....
Breast Strap Protector.....
Double for Bits or Trace Carrier } 45%
Trojan Snaps .....
High Grade Snaps.....
Jockey Snaps.....40%
Derby Snaps 85%
Rope Snaps 40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) ...50&10%
Iron.....℔ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best 80%
Wood, 2d quality..... ...83⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor" .....50&10%
"Eagle".....50&10%
"Star" .....50&10%
Rogers, Smith & Co... .....50&10%
Rogers & Hamilton ... .50&10%
Holmes & Edwards... .. ...50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$8.50
"Anchor" 8.25
"Eagle" 8.25
"Star" 8.25
Rogers, Smith & Co..... 8.25
Rogers & Hamilton..... ... 8.25
Holmes & Edwards..... 8.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900 .....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut ... .60%
Brass, Oval or Hollow..... .50%

Staples—
Barbed Blind—½, ⅝, and ¾ inch, ℔ ....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's 30%

Stocks and Dies.
BICYCLE—
Holroyd & Co..... ....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co..... .....40@50%
Lightning Screw Plate..... 25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.... .....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued .....90&10&10&10%
American, Tinned .....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S ....90&80%
Common and Patent Brads.....70&10%
Finishing Nails .....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks..... 70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk..... ....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers -
Columbia, No. 1, ℔ doz., net $1.00
Columbia, No. 2, ℔ doz., net..... 1.50
Little Jack.....℔ doz.,..... 1.00

Tapes, Measuring—
American Asses' Skin.....40&10@50%
Leather Case ....25@25&10%
Steel ..... 33⅓@40%
Chestermans..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic 85%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw..... . 70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1⅛.....70@80&10%
Pipe, 2 to 4..... . ...70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—
Backus and Union..... .....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's 25%
Sargent's..... .....40&10%
Stanley's.....30&10%
Tower & Lyon 33⅓%
Prentiss'.....20@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track..... 3.25
Common 6 in. Wood Sheave Pulley, Fig. 483.....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork.. . .each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K P. Pulley, Fig. 435 .....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 485 .....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486 .....℔ doz. 2.25
Hanging Hooks for Double Steel Track .....℔ doz. .65
Hanging Hooks for Single Steel Track .....℔ doz. .65
Hanging Hooks for Wood Track, 10 in..... ℔ doz. .55
Hanging Hooks for Wood Track, 14 in ..... .65
Malleable Frame K. P. Pulleys, Fig. 676. ... .℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork.....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 434.....℔ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... ... 3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T.... 3.50
Single Rail Steel Track with clamps.....℔ ft. .09

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Sprout's Shear Fork, each.....$1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track..... 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 308 and 304, ₱ 100..... $12.00
Shaw's:
Copper Finished..... 80&10%
Lever..... 70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50. ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole..... 15%
H. & N..... 65%
Newhouse..... 40%
Victor..... 70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse..... 50%
Improved Rat..... 50%
New Rat..... 50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em alive, ₱ doz.$2.50, 15%
Mouse, Delusion..... 40%
Mouse, Ideal, ₱ gro..... $9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes 10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24..... $10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole.....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... 4.20
Reddy, No. 50..... 3.60
Reddy, No. 40..... 3.60
Reddy Rat Traps, No. 2..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... 30%
Diston's:
Brick and Pointing..... 30%
Plastering..... 25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick..... 30%
Plastering..... 25%
Pointing..... 30%
Wm. Johnson's:
Brick..... 40%
Plastering..... 40%
Pointing..... 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... 25@25&5%
Richardson..... 25@25&10%
"Rose" Brick, Plastering and Moulders..... 30@30&10%
Sargent's Garden, No. 1..... 50%
Sargent's Garden, No. 15..... 45%

Vegetable Slicers—

Enterprise Mfg. Co..... 25%

Vises—

Solid Box..... 40%
V. W. & W..... 40%
Fisher-Norris..... 15%

PARALLEL—

Armstrong's:
Combination..... 50%
Plain and Hinge..... 60%
Athol, Oval Slide..... 60%
Adams, Diamond..... 40%
Bonney's Champion..... 40%
Fisher & Norris Double Screw..... 15%
Holland's..... 40%
Howard's..... 40%
Little Giant Bench..... 25&10%
Lowell Hand..... 33⅓%
Massey:
Perfect..... 15@20%
Clincher..... 30@40%
Wood-Working..... 15@20%
Planer..... 15@20%
Comb. Pipe..... 40%
Millers Falls:
Mechanics'..... net@10%
Oval Slide..... 50&10%
Ball Clamp..... 45%
Gravity..... net
Hand..... 15%
Moore's..... 20%
Parker's:
Regular..... 20@25%
Combination Pipe..... 55@60%
Oval Slide..... 55@60%
Victor..... 20@25%
Vulcan..... 40@45%
Phenix..... 20@20&10%
Prentiss..... 20@25%
Sargent's..... 70%
Simpson's Adjustable..... 40%
Stephens..... 25@33⅓%
Trenton..... 40@40&5%
V. W. & W. Parallel..... 40%
Coach Makers..... 40%
Oval Slide..... 40%
Wright's Pipe..... 40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati..... 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's..... 40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel..... 45%
Lane's Steel..... 30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... 70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... 40%
Clayton's..... 25&10%

Window Stop Adjusters—

Ives' New List..... 40%
Taplin's "Perfection"..... 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... 20%
Bright Wire Goods, New List.....85&10%
Cast Steel Wire..... 50%
Copper Wire..... 10%
Annealed and Tinned on Spools..... 50%
Brass and Copper on Spools..... 40%
Spooled Wire, ass'd for Retailing.... 60%
Market Wire, Bright and Annealed:
Nos. 6 to 9..... 75%
Nos. 10 to 18..... 75&5%
Nos. 19 to 26..... 75&15%
Nos. 27 to 36..... 75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9..... 70%
Nos. 10 to 18..... 70&5%
Nos. 19 to 26..... 70&10%
Nos. 27 to 36..... 70&10&10%
Tinned:
Nos. 6 to 14..... 70&10&10%
Nos. 15 to 18..... 70&10&5%
Nos. 19 to 26..... 70&10%
Nos. 27 to 36..... 70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported..... ₱ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting... 50@50&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50

Wire Rope—

New List July 1, 1899.
Cast Steel..... 30%
Iron..... 35%
Iron, Galvanized..... 30%

Wire Rope Clips—

Crosby..... 25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural..... 70&10%
Aiken's Pocket (Bright).....$2.00@$3.20
Alligator..... 70%
Baxter's..... 60&10%
Bemis & Call's:
Briggs Pattern..... 30&10%
No. 2 Cylinder..... 55%
No. 3 Pipe, Bright..... 50%
Patent Combination Black.....40&5%
Patent Combination Bright..... 40%
Bicycle:
Club..... 40%
Superior..... 40%
Featherweight..... 40%
Protection..... 40%
Boardman's..... 30@33⅓%
Coes':
Genuine..... 40&10&5&5%
"Mechanics"..... 40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&@ 60&10%
Donohue's Engineer..... 40%
Eagle Pipe..... 50&10%
Gem..... 33⅓%
Stillson Pipe..... 50%
Taylor Pipe and Nut..... 40%
Acme..... 60@60&5%
Bull Dog..... 60&10%
Hercules..... 70%
J. H. Williams & Co..... 25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894.
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... 2%
Peerless Mfg. Co., list Feb., 1892.....2%

NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 70c
Linseed, City, Boiled, in barrels, ₱ gal. 72c
Out of Town on Spot.....₱ gal. 70c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... 46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk..... $1.90
In bladders..... 2.40
In cans, 50 lb..... 2.00
In cans, 25 lb..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.50
In cans, 3 lb..... 4.00
In cans, 2 lb..... 4.50
In cans, 1 lb..... 5.00

Spirits Turpentine—

In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb.	
Blue, Chinese	35	@40 c
Blue, Prussian	33	@38 c
Blue, Ultramarine	6	@30 c
Sienna, Italian, burnt & powdered	4½	@10 c
Sienna, Italian, raw & powdered	3	@ 7 c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary	5	@ 7 c
Green, Paris, in bulk	15	@16 c
Indian Red, American	2½	@ 3 c
Indian Red, English	4½	@ 8½c

Colors in Oil—

Black Lampblack, best	13	@15 c
Black Lampblack, common	7	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	16	@20 c
Sienna, burnt	12	@15 c
Sienna, raw	12	@15 c
Umber, burnt	12	@16 c
Umber, raw	12	@16 c
Brown, Vandyke	12	@16 c

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
also Headquarters for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.
Slating and Roofing Nails, Slaters' Tools.
Copper Nails and Tacks.
379 PEARL ST., NEW YORK.



Blake Lamb Traps.
Lightest and Strongest Made.
For 40 years the favorite wherever used. Send for catalogue to the
HAWKINS CO., Successors,
Waterbury, Conn.

ESTABLISHED 1774.
HIGH GRADE **AUGER BITS.**
(BLACK TWIST)
JOB T. PUGH, PHILADELPHIA.

"COULD NOT KEEP HOUSE WITHOUT IT."

Sickels, Preston & Nutting Co., Davenport. Iowa. [*Wholesale Hardware*]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

"THE MOST HELPFUL AID."

Pike Mfg. Co., Pike Station, N. H. [*Whetstones, Oil Stones, etc.*]: We like to keep our name and our wares before the public in a modest way. We have found HARDWARE the most helpful aid toward accomplishing that purpose.

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HARDWARE BUYERS' DIRECTORY.

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Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Air Rifles.
J. A. Dubuar & Co., Northville, Mich.
Wm. G. Smith & Co., Philadelphia.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

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Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

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Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

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Chandler & Farquhar, Boston.

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Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

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Bicycle Step Ladder Co., Chicago.

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Remington Arms Co., New York.
Sickels & Nutting Co., New York.
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Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.

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C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

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Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

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Salem Nail Co., New York.

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Salem Nail Co., New York.

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Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Bronze Powders.
J. Marsching & Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Cement.
Major Cement Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Check Valves.
Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Chemicals.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Doebler Mfg. Co., Middletown, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Dynamos.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.

Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers.

A. Mugford, Hartford, Conn., and New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbe Mfg. Co., Bridgeport, Conn.

Flower Pot Stands.

Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fly Traps.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Fodder Cutters.

Silver Mfg. Co., Salem, Ohio.

Foundry Riddles.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Frame Pulleys.

Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
T. B. Harkins Foundry Co., Bristol, Pa.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Gray Iron Castings.

T B. Harkins Foundry Co., Bristol Pa.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co , New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny Pa

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co, Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Lightning-Rod Fixtures.

Cleveland Galvanizing Works, Cleveland, Ohio.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Trimont Mfg. Co., Roxbury, Mass.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport Conn.

Pipe Vises.

Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

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Polish, Stove.

Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Polishing Machinery.

Hanson & Van Winkle Co., Newark, N. J.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.

A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.

E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.

The Scranton & Co., New Haven, Conn.

Price Books.

Hardware Publishing Co., New York.

Pulleys, Hoisting.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Buckets, Rubber.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Chains.

Cleveland Galvanizing Works, Cleveland, Ohio.

Pump Washers.

Leather and Brass Mfg. Co., Seneca Falls, N. Y.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton, Mass.

Railroad Brasses.

Magnolia Metal Co., New York.

Rail, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railway and Mill Supplies.

R. Woodman Mfg. & Supply Co., Boston.

Raisin Seeders.

Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.

John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.

Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Strops.

Smith & Hemenway Co., New York.

Reamers.

C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerators.

Baldwin Refrigerator Co., Burlington, Vt.
Eclipse Refrigerator Works, Burlington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy, Philadelphia.

Reels, Wood.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Revolution Counter.

Tabor Revolution Counter, Elizabeth, N. J.

Riveters.

Standard Specialty Co., Salem, Ohio.

Rivets.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.

Standard Paint Co., New York.

Rubber Buckets.

Torrent Pump Co., Cleveland, Ohio.

Rules.

Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.

Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.

Mosler Safe Co., New York.
Sears, Roebuck & Co., Chicago, Ill.

Sand and Emery Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand-Paper Blocks.

T. L. Prevost, Racine, Wis.

Sand Screens.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.

Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Sausage Stuffers.

Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P. W. Paper Co.... 4
Allerton-Clarke Co.....37
American Cutlery Co. 48
American Railway Supply Co..... *
American Shearer Mfg. Co.....46
Ames Sword Co..... 11
Arcade File Works.....87
Arcade Mfg. Co..... ... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co.....17
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.... 1
Ausable Horse Nail Co..... 3

B

Baeder, Adamson & Co..... 5
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.. 64
Baxter Schenkelberger & Co.....86
Berger Bros. Co..... 18
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....45
Bommer Bros.....64
Bradley's (G. W.) Sons. 3
Brass Goods Mfg. Co.....48
Brilliant Gas Lamp Co.....10
Brown, S. A.....45
Bruce & Cook..... 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 41
Burnham, Geo. Co..... 7
Burr Mfg. Co..... 2

C

Canton Steel Roofing Co.....38
Capewell Horse Nail Co.....64
Cary Mfg. Co.....48
Champion Safety Lock Co..... 45
Chandler & Farquhar..... 43
Chatillon (John) & Sons..... 4
Chatillon (John) & Sons.. 6
Chicago Solar Light Co.....41
Chilton Paint Co.....46
Cincinnati Screw & Tap Co..... 1
Clark & Cowles..... 5
Cleveland Galvanizing Works.....45
Cleveland Stone Co... 7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Contes Clipper Mfg. Co.....11
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....15
Conroy (P. J.) Co.....43
Covert Mfg. Co..... .
Cronk Hanger Co..... 15
Cushman & Denison.....41

D

Dangler Stove & Mfg. Co.....63
Deming (The) Co.....64
Detroit Fence Co.....41
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co.....11
Dow Wire Works Co.....41
Dubuar (J. A.) Mfg. Co.....45
Ducharmes (The) & Co..... 1
Dunbar Bros.. 1
Du Pont (E. I.) de Nemours & Co.... 3

E

Eastern Oil Tank Co..... 45
Ellis & Helfenberger.....46
Enterprise Mfg. Co. of Pa..... 8
Erie Specialty Co 2
Eyelet Tool Co.....16

F

Field (Alfred) & Co.....10
Field (Alfred) & Co 13
Field, Chas. H.....45
Fitch (W. & E. T) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co.....63
Glidden Varnish Co.....35
Goodell Co... 13
Graham (John H.) & Co..... 8

H

Hardware Price Books..... ..... *
Hardwaremen's Exchange.....46
Harrington & Richardson Arms Co... 7
Harrison Bros. & Co., Inc.....18
Hartley & Graham 1
Hawkins Co..... 56
Heinisch's (R.) Sons Co..... 5
Heller (W. C.) & Co.....13
Holmes & Edwards Silver Co.....10
Howard Iron Works.... 2

I

Iowa Farming Tool Co.....43
Ives (H. B.) Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co. 3
Kimball Bros.....13

L

Ladd's Discount Book 13
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co.....39
Lane Brothers Co. 2
Leete, C. H.... 46
Leonhardt & Co..... 7
Lowell Model Works 45

M

Magnolia Metal Co..... 1
Major Cement Co..... 63
Martin & Morehead.....41
McKinney Mfg. Co.....17
Meyers (Fred. J.) Mfg. Co.....10
Miller, Henry J.....34
Morley Brothers 11
Morrill, Charles..... 17
Mugford, A..... 2
Myers (F. E.) & Bro... 16

N

National Sewing Machine Co..... 9
New Jersey Wire Cloth Co.....61
New York Stamping Co.....63
Nicholson File Co.....64
Niles Mfg. Co..... 2
North Bros. Mfg. Co.....14

O

Ogden Mfg. Co.....41

P

Payson Mfg. Co..... 2
Pearl (Henry) & Sons.....39
Pelouze Scale & Mfg. Co.....11
Peters Cartridge Co.....48
Pike Mfg Co..... 9
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L..... 2
Pugh, Job T.....56

R

Reading Hardware Co.....11
Remington Arms Co..... . *
Robertson, Arthur R..... 2
Rodgers (Joseph) & Sons.....10
Russell & Erwin Mfg. Co.....38

S

Salem Nail Co... 56
Samson Cordage Works..... 1
Sargent & Co 48
Scranton (The) & Co..... 1
Seaman (D. C.) & Co.....46
Sears, Roebuck & Co.....63
Silver Mfg. Co..... 2
Slaymaker, S. R..... 8
Smith (Wm. G.) & Co..... 45
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....43
Sommer's (John) Son.....64
Standard Paint Co.....18
Standard Tool Co..... 1
Stanley Rule & Level Co.....39
Stebbins (Chas. J.) & Co..... 3
Stimpson (Edwin B.) & Son.... 64
Sudlow, John W. 63

T

Tabor Revolution Counter. 43
Taylor (A. V.) & Co.....45
Thacher Belting Hook Co..... 5
Torrent Pump Co..... 45
Tower & Lyon.....12
Townsend, C. C. & E. P.....46
Trimont Mfg. Co..... 7
Troy Nickel Works.....14
Tubular Rivet & Stud Co..... 3
Tuck Mfg. Co..... 4
Twentieth Century Press Clipping Bureau.....43

U

Underhill, Clinch & Co 3
Underhill, Clinch & Co 11
Union Auction Co.....39
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1
Universal Scissor, Tool & Novelty Co..10

V

Van Dorn Iron Works..... 46
Van Wagoner & Williams Hdw. Co..64
Voigt, Starr & Co..... 5
Vrooman, F. H. & E. B.....41

W

Warren (J. D.) Mfg. Co.....11
Williams Pump Co.....,5
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16
Woodman (R.) Mfg. & Supply Co....41

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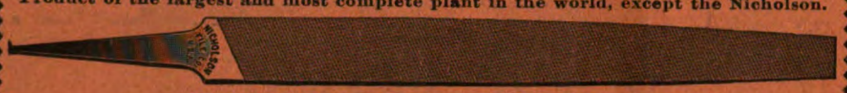
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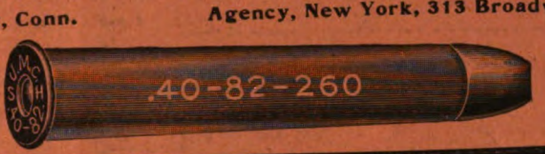
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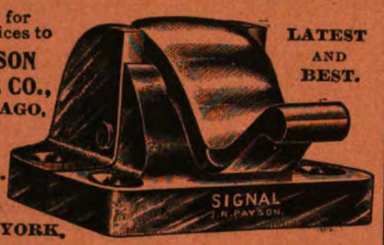
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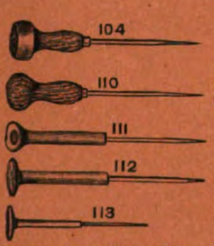
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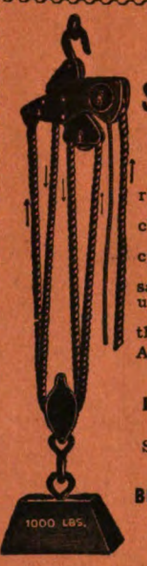
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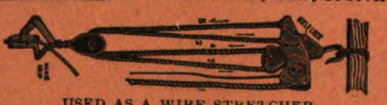
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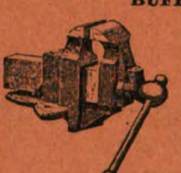


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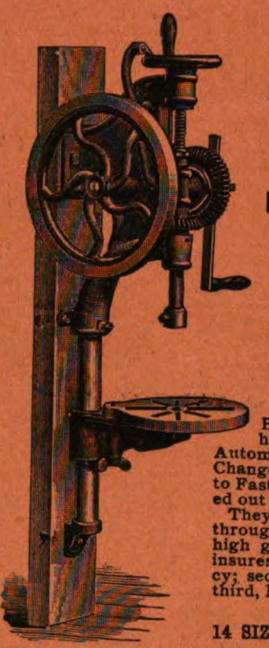
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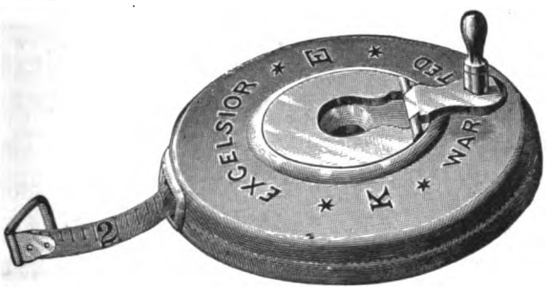


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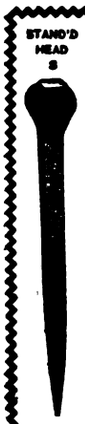
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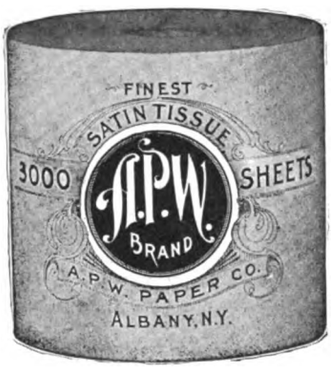


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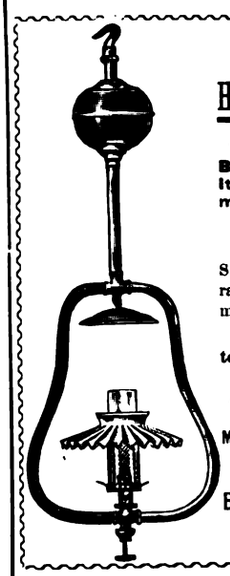




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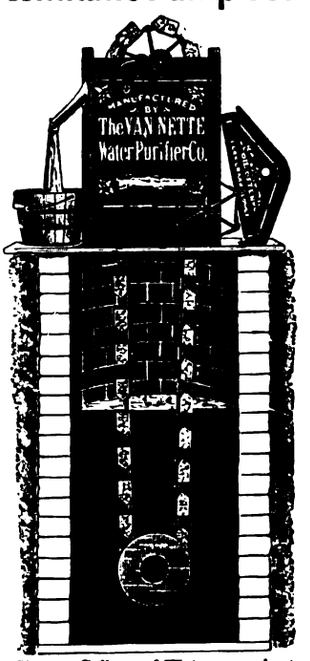
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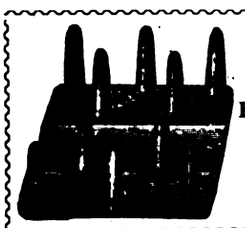


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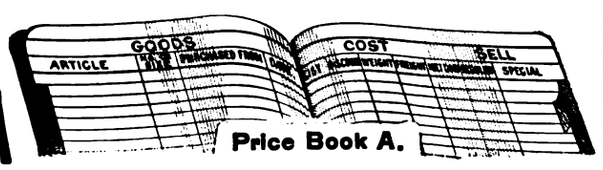
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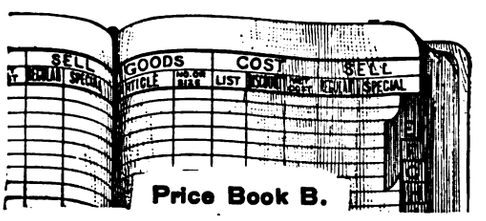
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Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. ***Size of page, 4 x 7 inches.***

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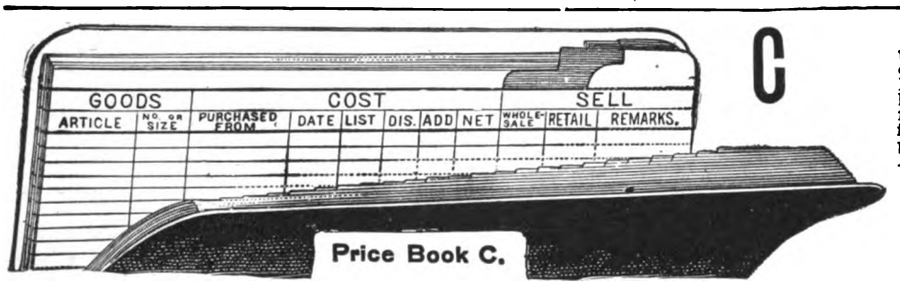
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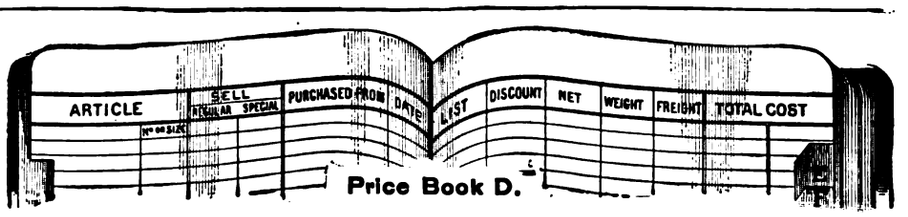
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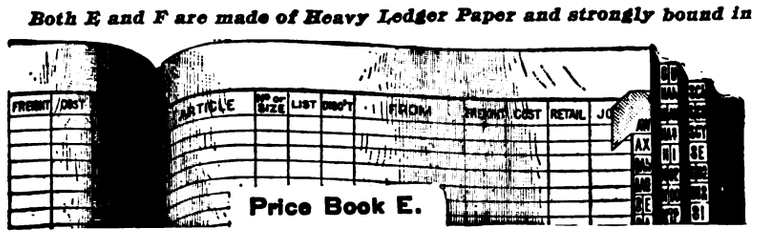
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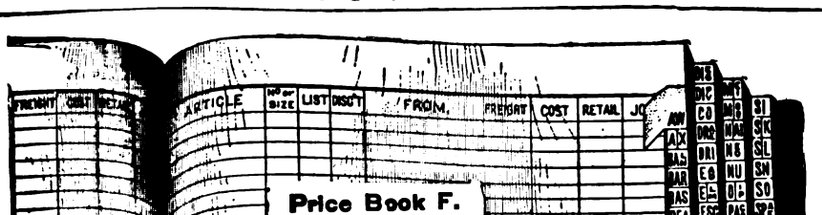
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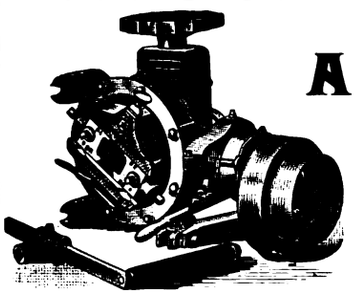
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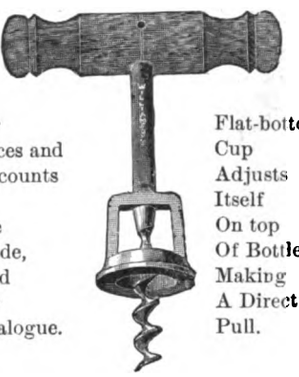
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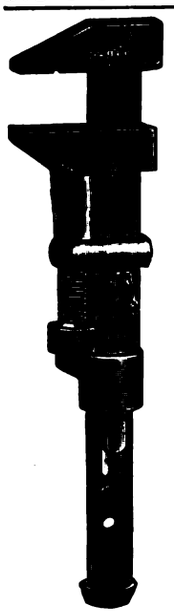


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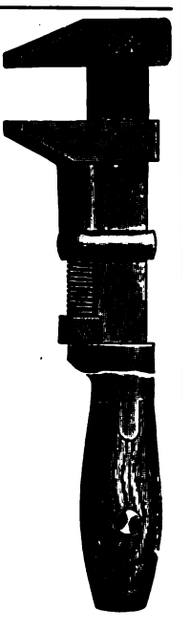
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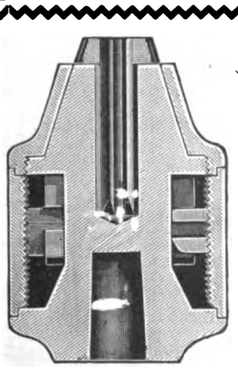
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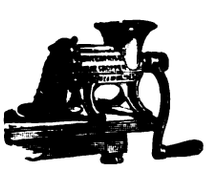
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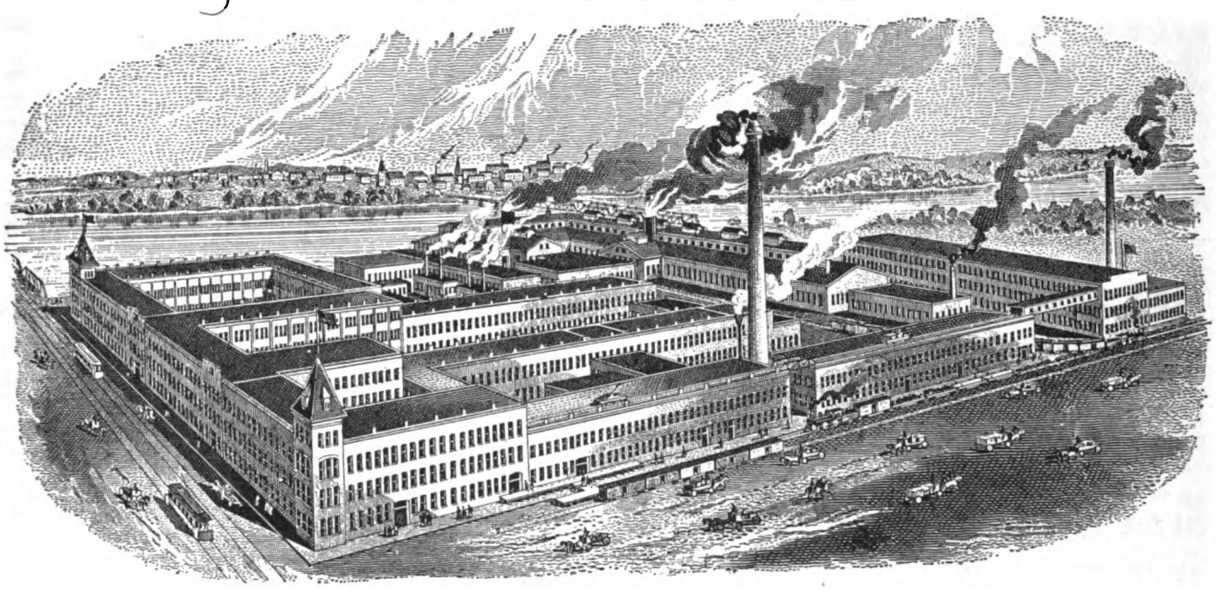
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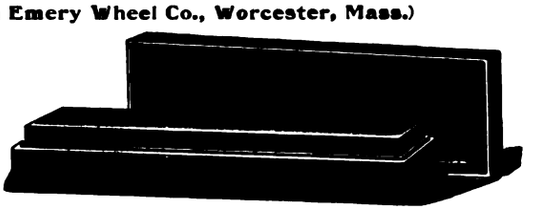
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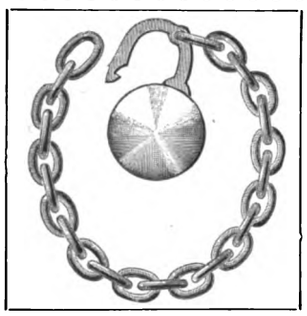
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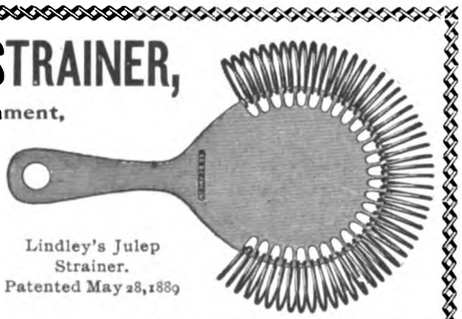
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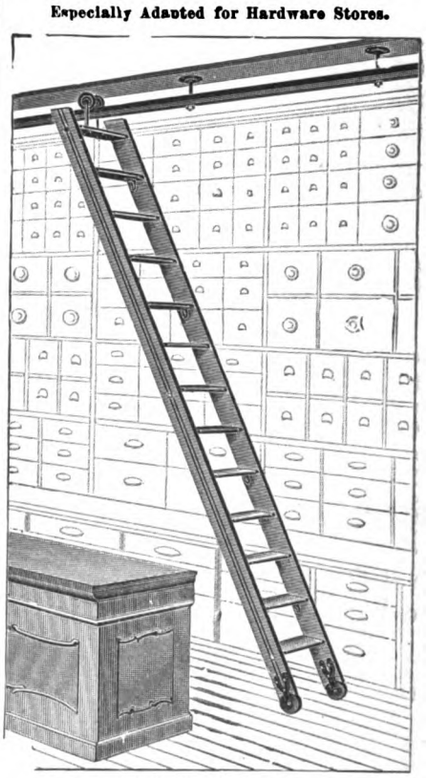
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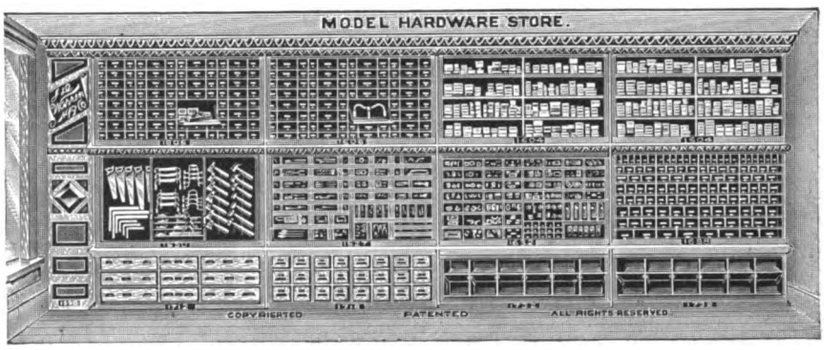
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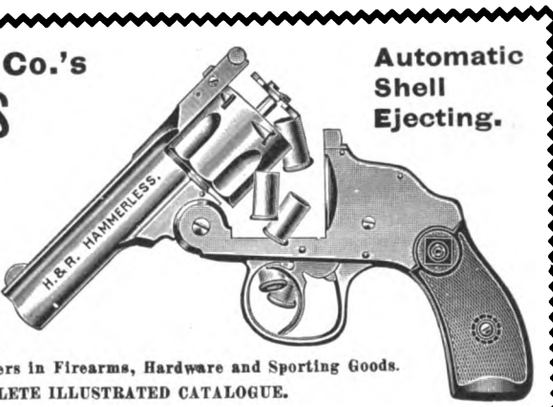
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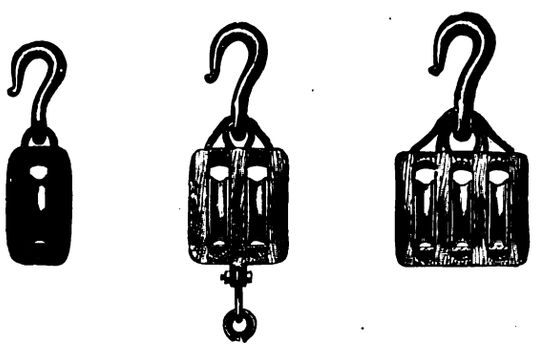
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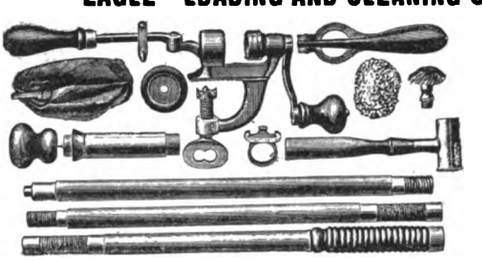


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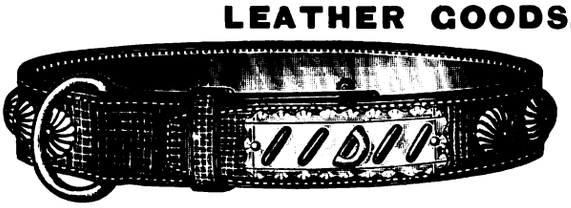
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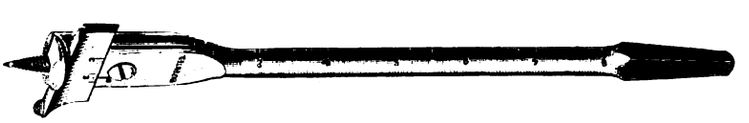
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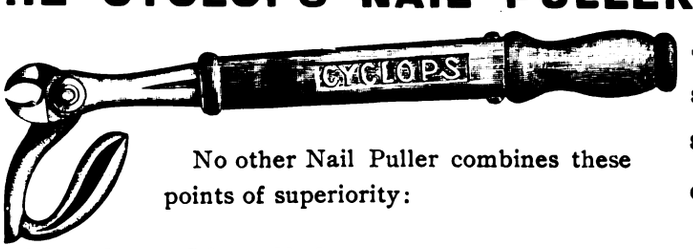
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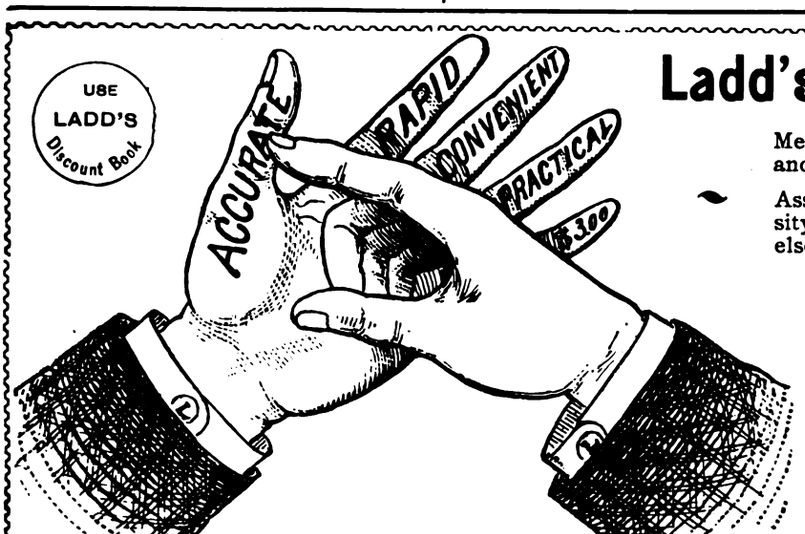
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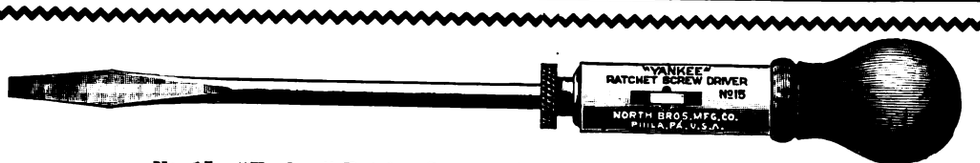
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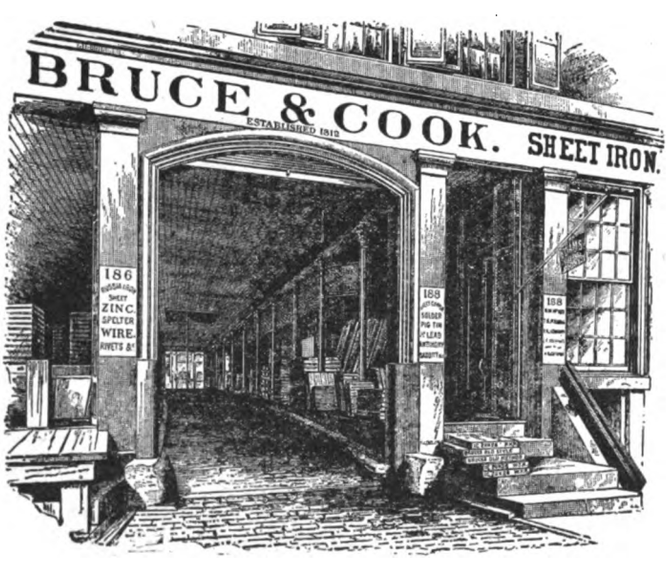
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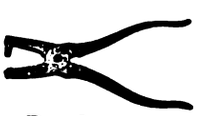
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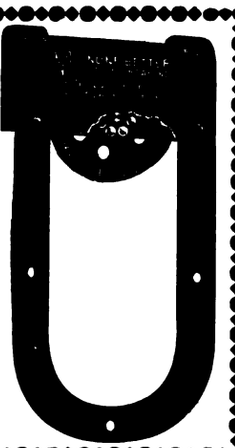
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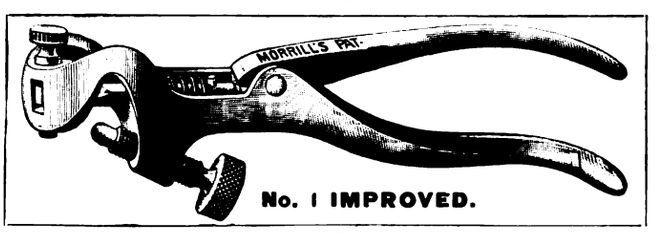
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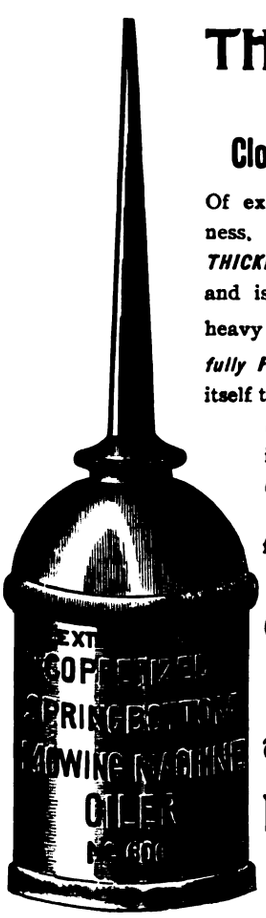
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HARDWARE

C. C. Fouts, M[illegible] is desirous of obtaining the present addres[illegible] who was formerly a traveling salesma[illegible] Rice & Co., Akron, Ohio.

R. P. B[illegible], Tenn., has succeeded to the position with J[illegible] Graham & Co., New York City, formerly filled by T. H. Gossett. He will cover the same territory in the South that was visited by Mr. Gossett.

The Up-to-date Mfg. Co., of Terre Haute, Ind., received recently an order from Nicaragua for 2,000 feet of ornamental wire fencing. The fence was intended for the Central Park of that city.

The Deming Co., Salem, Ohio, will issue on October 1st their Catalogue No. 20, the contents of which will embrace their various lines of Hand and Power Pumps, Hydraulic Machinery, etc. Many new and useful articles will be illustrated on the 272 pages composing this new addition to Hardware literature, and will no doubt prove of interest to pump men, engineers and the trade generally.

The Bicycling World and Motocycle Review on September 7th acquired by purchase *The Wheel and Cycle Trade Review,* and all the right, title, good will, etc., that belonged to it. *The Wheel* has consequently ceased to exist as an independent cycle paper, and from the 13th inst. forms part and parcel of *The Bicycling World and Motocycle Review,* the title of which publication will remain unchanged, representing, as it does, the only cycling weekly published in the East. Their new office is in the Tribune Building, 154 Nassau Street, New York.

F. A. Southwick, the well-known advertising manager of the New Departure Bell Co., at Bristol, Conn., has transferred his talents to the service of the Goodell Co, at Antrim, N. H. During the term of his service at Bristol he made the "New Departure" the most popular and best known bicycle bell in the world, and it is only to be expected that equal success will attend him in his new "sphere of influence." Goodell cutlery is already a synonym for high grade, and their new bread crumber is meeting with marked favor from hotels, restaurants and others desiring to save money and time and increase the quality of the cuisine.

The Michigan Tradesman, published at Grand Rapids, Mich., with its issue of September 12th, celebrated the eighteenth anniversary of its birthday by presenting a 100-page paper. It formed certainly a very attractive and interesting trade journal, being filled with special articles prepared by writers of great prominence and wide experience in their respective lines, and in whose interest they wield their facile pens. The addition of the portraits of the writers of each article adds to the interest of its perusal. The articles are all of them excellent, and reflect great credit, not alone on the authors, but also on the persuasive diction of the editor who called them forth. We cannot help but think it was worthy of a special cover.

The forthcoming convention of the National Hardware Association will take place at the Hotel Jefferson, Richmond, Va., on Wednesday, November 14, 1900, and the two days following. That it will be a memorable gathering goes without saying, and no more influential convention representing the best interests of the Hardware jobbing trade will have taken place this year. They will be red-letter days for Richmond. There is no limit to Southern hospitality following a heartfelt welcome, and the historical landmark city on the James will overflow with good fellows and good feeding during the progress of the deliberations. It is enough to mention that W. S. Donnan of that city is chairman of the Entertainment Committee in order to anticipate the fullest enjoyment possible under such auspices.

The War Department of the British Government recently conferred an exceptional honor upon the Nicholson File Co. of Providence, R. I. Knowing that the War Office of Her Majesty's Government was much pressed for the prompt delivery of supplies for the South African War, the Nicholson Co., acting through its London office, courteously placed its Great Britain stock at the disposal of the Government. A most appreciative acknowledgment was immediately received, and shortly afterwards, after a comparative test of the Nicholson files and rasps with English makes, a larger order was placed with the Nicholson Co. by the War Office for immediate execution. The Nicholson Co. may well be proud of the distinction conferred, as the Government of Great Britain does not generally allow the purchase by its departments of any supplies made in other countries, and but few outside concerns have ever been favored heretofore with orders from the British Government.

A convention of salesmen of the Magnolia Metal Co., at which twenty-five gentlemen from all parts of the United States and Canada were present, was held at the Murray Hill Hotel, New York, on the 6th, 7th, 8th and 10th of September; and all subjects appertaining to the sale of Magnolia Metal were discussed, the greatest interest in the Company's business being manifested. Reports from all concerned showed that the Company's business had never, during the past fifteen years, been so prosperous as during the last year and a half, and that the prospects for the future are far better than ever before. The utmost enthusiasm was shown by all the men for Magnolia Metal and for the future of the business, and the affair wound up by the presentation of a loving cup to E. C. Miller, the vice-president and general manager of the Company. Cables and telegrams from the conference were sent to the London, Paris, Berlin, St. Petersburg and San Francisco offices of the Company, and to a number of absent salesmen, who could not be present.

One of the latest additions to the list of journals published in St. Louis is called *The Credit Man,* and is published by The Credit Man Co., Holland Building, St. Louis, Mo., with Eastern office at 97 Cedar Street, New York. *The Mercantile Adjuster* and *Lawyer and Credit Man,* two well-known journals already occupying a similar field, having decided to discontinue their Credit Men's Department in their respective papers, have turned over to the new journal all the matter of this nature which their editorial staff and correspondents had prepared for their September issues. The first issue of *The Credit Man,* dated September, shows that as an independent journal it will follow similar lines as were exemplified in the journals above mentioned, and cannot help but prove a most successful publication. All credit men, whether belonging to the organization of Credit Men or not, will be interested in the contents of the initial number. It is convenient in size and well worth the subscription price several times over. It is published monthly at $1 per year.

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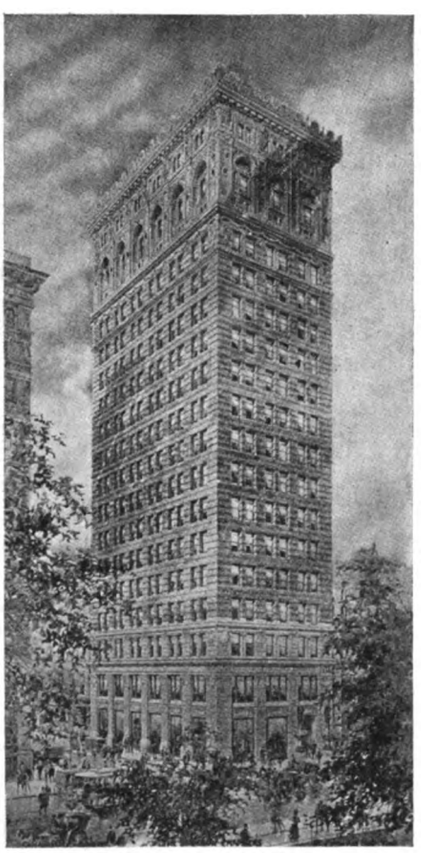
VOL. XXI. SEPTEMBER 25, 1900. NO. 12.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 275 BROADWAY, NEW YORK.

Subscription, $1.00 per year. Subscription, Foreign, $1.50 per year.

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The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.



The office of the Hardware Publishing Company has been removed to Broadway Chambers, Nos. 273-277 Broadway, New York.

Editorial Trade Review.

Large stock orders on general Hardware are not materializing as rapidly as the jobbing fraternity would prefer. Orders are coming in in good shape from the travelers on the road, and from houses that are not so readily visited, but they represent a wide diversity of goods wanted and in quantities that indicate a light trade until after Election.

Builders' Hardware is showing increasing activity in the trade centres. A considerable impetus has been given to transactions in real estate owing to a plethora of money and consequent inability to obtain profitable rates of interest from its commercial use. Other forms of investment are constantly presenting attractive features, and the building of houses that will meet a popular demand is a natural result.

The business on wire and wire nails has been of continued importance and increased demand. No weakness in quotations that have so long been current has developed a confidence in the futur[illegible]le lines that has resulted in sustaining orc[illegible]y volume as to quantities. Deliveries h[illegible]d as prompt as desired, but everythi[illegible]siness.

Nearly all branches of [illegible]rade have reached a bottom limit to a scale [illegible] which purchases can safely be entered upon. Concessions have been made in many lines which bring prices close to those prevailing in 1898. Especially is this the case in the line of Hardware specialties, when comparisons of costs are made based on prices of raw material then and now. The holding back of orders while waiting for still lower quotations is no longer prevalent, as the necessity for stock to sell is too evident to risk loss of patronage.

The more certain knowledge of regular requirements for stock in axes, hatchets and other edge tools has made early orders during the year not only possible, but actual, and this branch of the business is in such good request that the loss of a few months of the manufacturing facilities so sanguinely counted upon of the Kelly Axe Mfg. Co. will doubtless have a tendency to make this class of goods maintain a firmness in quotations, and prove difficult of prompt delivery during the season.

The advanced prices on skates made necessary by the increased cost of material affects stock orders to a considerable extent, making specifications much more moderate as to quantity than would have been the case had former prices prevailed. Goods of this character relying for sales upon a short season compel the wholesale distributors to look for orders being booked early; otherwise old stocks are pushed out to the utmost, and a rigid winter succeeding, a natural scarcity is created, under which conditions goods are marketed with less anxiety as to prices, and with more concern as to delivery.

Low prices on cordage have not increased the current sales largely, the constantly declining quotations having the effect of creating a waiting market, with light purchases of an ordinary character as the natural result. The market has shown in recent developments a wide fluctuation in current quotations compared with those prevailing at the commencement of the Spring season.

The Southern trade centres have had their views regarding a profitable future trade greatly strengthened by the present phenomenal advances in price on their great industrial staple. While the crop will be considerably below that of last year as to volume of product, the consequent high prices strengthen every dealer's hope and augur well for the continued prosperous conditions which are so noticeable throughout this favored section of the country.

Money continues easy in Western banking circles; collections are reported much easier than usual under ordinary conditions at this time of the year. The movement of the Western crop which formerly demanded the care and attention of the Eastern moneyed institutions, is now readily cared for by the Western banks without drawing materially upon the money deposits of the banks hereabouts. Trade failures are still represented by reduced ratios, and a confident feeling is the dominant influence underlying commercial activity.

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John H. Graham & Co.'s New Catalogue.

John H. Graham & Co., 113 Chambers Street, New York, as representatives of nearly fifty manufacturing plants, have recently issued the most complete catalogue they have ever prepared. It forms a cloth-bound volume of 408 pages, 8x11 inches in size, printed on the best paper for the purpose, and fully illustrated throughout. It is an exceptionally desirable volume for trade distribution, representing in so complete and thorough a manner the products of so many leading concerns, among which are the following: Chadborn & Coldwell Mfg. Co., Coes Wrench Co., Henry Disston & Sons, George M. Eddy & Co., Edward S. Hotchkiss, Iron City Tool Works, Hobart B. Ives Co., P. Lowentraut Mfg. Co., McKinney Mfg. Co., New Departure Bell Co., North Bros. Mfg. Co., Ohio Tool Co., Phœnix Caster Co., T. C. Richards Hardware Co., Slaymaker-Barry Co., Snell Mfg. Co. and Tucker & Dorsey Mfg. Co. These, with thirty or forty others, form the assemblage.

Among a number of excellent features in constructive ability that involve an amount of care and labor that only catalogue compilers can appreciate, will be noted the following: Four pages devoted to a comparative list of carpenters' planes, embodying in the classification all the various kinds and descriptions made by the three important makers, giving numbers and full description, and also whether regular stock goods or those only made when ordered. A page is devoted to the weights and measurements of full cases of the Slaymaker-Barry Co.'s line of locks now made by S. R. Slaymaker. Another page is given to the gross and net weights and measurements of full cases of the curry combs manufactured by Edward S. Hotchkiss.

The lines of goods represented by this old and progressive house are of the most comprehensive and important character, as may well be believed from the partial list of names given above. As it is the intention of John H. Graham & Co. that every up-to-date house handling Hardware should add this volume to their working library, those not in receipt of the same under home distribution should write for one, as it is too important an aggregation of Hardware intelligence to be neglected.

Canadian Imports from the United States.

The Canadian preferential tariff in favor of the United Kingdom has not had the expected effect of reducing the proportion which the United States supplies of manufactures imported into Canadian territory. A copy of the *Canadian Manufacturer,* just received by the Treasury Department Bureau of Statistics, sharply calls attention to the fact that imports of dutiable articles into Canada from the United States in the fiscal year 1899 aggregated over $44,000,000, and from Great Britain less than $28,000,000, and that the United States is furnishing a much larger amount of manufactures of iron and steel than the United Kingdom, and adds:

"The preponderance of trade is overwhelmingly in favor of American manufacturers, and tariff preference in favor of British goods to the contrary notwithstanding, American manufacturers are taking the cream of the business. Is it possible that British manufacturers are entirely unable to compete in the Canadian market?"

The Canadian tariff, it will be remembered, was in 1897 so adjusted that the duty on articles entering Canada from the United Kingdom was made, beginning with April, 1897, 12 1-2 per cent. less than the rate from other parts of the world, and on July 1st, 1898, another reduction in favor of the United Kingdom was made, bringing the total reduction to 25 per cent., as against goods coming from other parts of the world. A recent announcement indicates that, beginning with July 1st, 1900, a still further reduction would be made, so that the rates of duty on articles from the United Kingdom would be 33 1-3 per cent. less than those from other parts of the world. While the effect of the third reduction of 12 1-2 per cent., which went into operation July 1st, 1900, cannot yet be determined, it is practicable to compare the imports of manufactures into Canada from the United Kingdom and the United States, respectively, during the years ending June 30th, 1898, 1899 and 1900, and thus determine whether the advantages which the manufacturers of the United Kingdom have had over those of the United States during that time have had a perceptible effect upon the relative growth of the imports of Canada from the two countries, the United Kingdom and the United States.

The tables which follow show the imports into Canada of twenty principal manufactures from the United Kingdom in the years ending June 30th, 1898, 1899 and 1900, and the imports of a like number of manufactured articles from the United States during the same term. It will be seen that in these articles, which may properly be termed representative manufactures, the increase in importations from the United Kingdom in the fiscal year 1900, compared with 1898, was 32 per cent., while the increase from the United States for the same period was 37 per cent.

Incidentally it may also be mentioned that the total exports to British North America from the United States in the fiscal year 1900 exceeded those of any previous year in our history, being $97,041,722, against $89,570,458 in 1899, and $84,889,819 in 1898.

Imports of twenty principal manufactures into Canada from the United Kingdom:

Articles.	1898. Dollars.	1899. Dollars.	1900. Dollars.
Worsted tissues	2,855,054	2,741,042	2,824,788
Woolen tissues	1,103,673	1,527,624	1,811,928
Tin plates and sheets	1,017,528	856,434	1,520,203
Cotton yarn	1,112,709	1,282,388	1,520,088
Apparel and slops	1,573,461	1,304,456	1,274,056
Steel, unwrought	293,561	253,904	1,167,642
Carpets	764,107	879,232	1,150,945
Cotton piece goods, printed	805,675	897,850	987,201
Spirits	708,978	791,996	922,956
Linen piece goods	634,552	762,936	890,777
Railroad iron	196,223	168,599	830,360
Haberdashery and millinery	677,382	697,607	765,565
Earthen and china ware	814,060	752,927	627,016
Hoop, sheet and boiler iron	349,769	423,899	501,983
Seed oil	179,920	351,855	464,807
Cotton piece goods, bleached	189,432	320,889	445,550
Cast and wrought iron	173,310	174,653	370,783
Galvanized sheet iron	304,769	351,388	314,238
Silk manufactures	113,082	186,582	296,060
Cutlery	32,220	285,411	270,208

Imports of twenty principal manufactures into Canada from the United States:

Articles.	1898. Dollars.	1899. Dollars.	1900. Dollars.
Steel rails	1,555,406	1,720,503	2,882,667
Cotton manuiactures	2,465,630	2,759,164	2,668,906
Agricultural implements	781,415	1,521,054	2,006,943
Books, maps and engravings	722,049	844,410	1,012,986
Illuminating oil	737,389	762,624	1,012,441
Leather	878,064	821,530	952,846
Builders' Hardware	719,326	906,047	818,917
Carriages	183,233	582,094	544,456
Clocks and watches	349,198	410,237	433,645
Boots and shoes	285,054	427,023	413,487
Furniture	523,424	439,536	394,328
Cycles	614,003	582,500	387,767
Turpentine	207,600	230,758	332,069
Teleg., teleph. & sctfc. inst	305,016	429,734	276,777
Copper and mfs	155,215	146,635	226,356
Sewing machines	141,172	163,095	193,920
Fertilizers	98,470	131,587	155,230
Rosin, tar, etc.	111,482	132,190	141,637
Cotton seed oil	115,648	111,517	126,010
Tobacco manufactures	62,139	82,841	117,280

Finley Acker's Pen Sketches.

A number of pen sketches in types and engravings taken while sojourning abroad by Finley Acker, and published in the Philadelphia Enquirer and other local newspapers, have recently been collected and printed in a new and attractive volume of 110 pages, bound in an original manner, the text printed in color, and the book supplied at 50 cents per copy. The sketches treat of the usual objective points of observant travelers, and the passing scenes are depicted in a readable style with characteristic illustrations, which make the little volume fit a place of its own, and well repays perusal. Among the headings, which indicate the nature of the contents, are the following: Streets of Cairo, Sphinx and Pyramids, Bedouin Wedding Festival, Venetian Serenade, Modern Jerusalem, Coliseum Illuminated, Bazaars of Damascus and Pompeii and Vesuvius.

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LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 277 Broadway, New York City.

QUESTION: I am desirous of obtaining a trade mark of a certain word, and would like some information as to what course I should pursue to obtain it. I should also like to know how I can find out if the word on which I intend to obtain a trade mark has been already patented or not. I should also like to know about the expense. This information would be greatly appreciated.

REPLY: Any person is entitled to the exclusive use of any lawful trade mark or patent protection by complying with the following requirements: By causing to be reported in the Patent Office a statement specifying the names of the parties, and their residence and business, who desire the protection of the trade mark, together with the proper oath; the class of merchandise and the particular description of the goods comprised in such class to which the trade mark has been or is intended to be appropriated; a description of the trade mark with fac-similes thereof, showing the mode in which it has been or is intended to be applied or used; and the length of time, if any, during which the trade mark has been in use; by making a payment of a fee of $25, as a government fee; and by complying with such regulations as may be prescribed by the Commissioner of Patents. You may ascertain if the words have already been patented or not, by causing a search to be made in the Patent Office, which search, if made through certain attorneys, will probably not cost you more than five dollars. The entire expense of obtaining a trade mark depends upon the fee charged by the attorney employed to procure it. Fifty dollars would probably be sufficient to pay the government fee and also for the service of some attorneys.

QUESTION: I am employed in a large wholesale Hardware establishment and have charge of the receipt and handling of goods for the concern. If any goods are short or damaged, they deduct their value from my wages. Can they legally do this? When entering their employ there was no agreement or anything said about being responsible for damaged goods or shortage. In case I say nothing and let them charge me for the goods, can I recover the amount I have paid for damaged goods when I leave their employ?

REPLY: If there is an agreement existing between you and this firm by which they agreed to pay you a certain sum of money for the performance of certain work, and if, after you performed all this work, you injured some of the firm's goods, you would be liable to the amount of the damage you had done by virtue of your negligence. Under the circumstances you have described, however, we are unable to say by what right your employers deducted anything from your salary for damaged goods or for shortage of goods without first proving before a court of competent jurisdiction that the damage or shortage occurred through your negligence. If you have performed your work, you are entitled to your salary. If you have damaged any goods through your carelessness your employers have a cause of action against you for the damages sustained by them resulting from your negligence. If you allow deductions to be made for certain reasons by your employers, and known to you, and remain silent, we think you impliedly acquiesce and admit your negligence and consequent liability. If you desire to sue your employers for the money deducted from your salary, you should receive your diminished salary under short notice.

QUESTION.—About a year ago I sold some goods to a firm in Albany. Part of the goods have been paid for, but a balance has been due me for the last six months, amounting to about $40. I have written to this firm repeatedly, demanding payment, but I have never received any response to my letters. First. If I should sue this firm for the balance mentioned, would they be compelled to pay my lawyer's fees? Second. Could I get a lawyer in New York to conduct the case, or would it be better to apply to one in Albany?

REPLY.—The firm in question would not be compelled to pay your lawyer's fees. If, however, you were successful in your suit, you would be entitled to some costs, if you sued in one of the lower courts, costs not being allowed in the Supreme Court on a claim involving less than $50. But if you were successful and allowed costs, the firm in question would have to pay them. Third. It might save you some expense to employ a lawyer in Albany, although, if you placed the matter in the hands of a lawyer here it is not unlikely that he would be able to bring about a settlement. A letter from a lawyer often has the desired effect, and if this were all the work involved his services would cost you very little.

QUESTION.—A party died leaving a widow and three children. His estate consists of real estate, $50,000; stock in business corporation, $90,000; bank stock, $25,000, and other personal property, $10,000. Having made no will, what proportionate share would the widow and children receive of his estate?

REPLY.—A widow's right of dower in New York State consists of a life interest in one-third of all the real property in which her husband was seized or possessed of an estate of inheritance at any time during her marriage. The widow may accept a gross sum of money in lieu of her dower; and this sum is ascertained by computing the number of years the widow will probably live according to certain tables similar to those used by insurance companies. The widow's right of dower has reference to real estate only and has no application whatever to personal property. The estate in question would be distributed as follows: The real property would descend to the children of the deceased and the heirs of any deceased child, share and share alike; subject, however, to the widow's life estate in one third of the property. The real estate would not be subject to the inheritance tax. As to the personal property, the widow is entitled to one third, and the remaining two thirds will be divided equally among the children of the deceased or the representative of any deceased child, share and share alike. As all the personal property will be distributed to those persons as nearly related to the deceased as a widow and children, the property will be subject to what is known as a direct inheritance tax, which consists of a tax of one per cent. on the value of the estate; the estate being over $10,000.

Canadian Wholesale Hardware Association.

An extremely interesting meeting of the Canadian Wholesale Hardware Association was held at Quebec on the 13th and 14th inst. It was the third annual convention, and concluded with a banquet given at the Chateau Frontenac. The proceedings of the convention were enlivened by the presence of T. James Fernley, secretary-treasurer of the National Hardware Association of the United States, who was present by invitation as a fraternal delegate. Among the gentlemen in attendance were the following:

T. H. Newman, president, of Caverhill, Learmont & Co., Montreal; Peleg Howland, H. S. Howland, Sons & Co., Toronto; W. Vallance, Wood, Vallance & Co., Hamilton; J. Bowman, Bowman Hardware Co., London; G. McPherson, A. McPherson & Son, Montreal; W. Starke, Howden, Starke & Co., Montreal; W. St. Arnaud, Canada Hardware Co., Montreal; V. Lemiux, Lemiux & Fils, Montreal; A. Angers, Frothingham & Workman, Montreal; A. Jennette, of L. H. Hebert, Montreal; J. Seybold, Seybold, Son & Co., Montreal; A. B. Lee and T. B. Lee, Rice, Lewis & Son, Toronto; T. Birkett, T. Birkett and Son, Ltd., Ottawa; E. N. Chinic and W. Shaw, Chinic Hardware Co., Quebec.

The total number of women over 18 years old employed in the factories and workshops of the British Islands is about 500,000, of whom 11 per cent. belong to trade unions.

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IN WESTERN HARDWARE CIRCLES.

Andrew Carnegie is quoted with a variety of creditable and discreditable utterances, but he spoke wisely when he said: "I believe it would be a benefit all around if men of business were to reduce their working capacity during the heated term to the minimum and thus enjoy the fruits of their labor while yet alive to enjoyment." It's the over industriousness of the American manufacturer that produces periods of stagnation, even under abnormally prosperous conditions. At the bottom of the present quiet in iron transactions and movement in the iron ore sphere, it would appear that the market is laboring under such stress just now, for it is impossible to reconcile this condition with other causes. The quadrennial drag anticipatory of Presidential elections seems to have no elementary bearing this year, since the majority of business men and wage earners are outspokenly for a continuation of the politics which facilitated the prosperous conditions during the past three years. The China imbroglio can only be considered a diplomatic incident thus far, the ruling administration not likely to force issues which would disturb our industrial welfare, though a Chinese war would but bring us untold benefits, commercially and financially, immediately upon the opening of hostilities. Foreign nations are at our mercy as regards many very great necessities, among them the Napoleonic triple-plated demand of l'argent, the plebeian stomachal demand and the inexorable demand of the ship boiler. We, the thinkers, know exactly where we are at. They, the idle listeners and devourers of political rot, never knew where they were at. Luckily, they always wind up with the minority. Be content, ye men of business and sound-minded individuals of any station in life. The pilots of our ship are not wont to steer their course where the buoy is, but a will-o'-the-wisp. Is the glimmer of imperialism but aught else? They do not attempt to deny—the Hardwaremen of Cincinnati, Columbus, Toledo, Cleveland or Detroit—that the volume of business up to July 1st was larger than for the corresponding period last year; also, that the profit margin was in many instances better. Quiet during the Summer months was anticipated, for it was a simple example of cause and effect. The market with the beginning of July was like an overworked individual needing rest. The quiet was as needful as it will be beneficial. With the return of refreshing temperature and revitalized spirits, mills and factories will be thrown open to the workers, and a normal development of the market's capacity will ensue. This condition had to be striven for. As long as the supply sources were inadequate to the demand and every mill and factory worked full strain at unseemly hours, the conditions were unnatural and some sort of boomerang action had to follow in the wake. It's been always thus. Permanent prosperity is only possible under enduring normal conditions. The falling off in the demand for fence wire for Ohio account is explained in the Ohio farmer being always a few years ahead in progress of modernization. Modern fence wire is now all-evident through the Ohio country districts. The pioneer fence spikes have almost disappeared. I have also noted that improvements in this direction are usually in orders for woven wire fencing instead of the barb-wire which replaced the picturesque zig-zag fencing of wooden spikes.

I note that architectural iron or corrugated roofing and building material is as yet little in use in rural Ohio for any purpose. And yet, how wofully lacking in essential weather-proofing ideas are the majority of the barns, granaries, etc. There has been hardly any improvement save constant patch-work to fill in the ravages of time. What a field for corrugated iron material. And, no doubt, that field will be thrown open to the markets as soon as the farmer's idea of price has been notched down to. The average farmer is yet a cheap guy, no matter what the earnings of the soil.

Well, if you don't find any other place of business at the average Ohio hamlet or railroad way station, you're pretty sure to strike a store where agricultural implements, farm tools and Hardware are sold. And they all seem to have selected the proper location, for few of them are known to fail. The Ohio farmer is a modern farmer. He dislikes working with old machinery and tools. To make repairs requires time and trouble. So he rather makes a junk shop of a corner of his farm or barnyard, and buys something new. This explains the crop of castaway, old or out-of-order machinery to be noticed in Ohio rural districts. This is well for the producer. And farm machinery has actually become so cheap, any live tenant or freeholder can afford to adopt improved ideas at every other season. Agriculture has got to be a business in which time and labor saved count, especially since the farm youths are born and raised with citifying ideas, and farm labor is very difficult to be had.

The demand for tin in old and new channels is growing apace despite its being substituted in various ways for household and other purposes. Take the canning industry for instance. Its development during the current year has been remarkable despite its already great evolution. Tin is wanted for new purposes right along. It will shortly be used largely in the cigar industry to substitute wooden boxes. No wonder the Republican party has adopted the dinner pail as a campaign insignium. Nothing could more purely emphasize my statement that tin is king as well as iron.

Railroad engineers will have found out that the mogul engines now in use entail lesser wear and tear calculations than the smaller caliber types of less recent years. Of course, that will depend upon the condition of the track. Well, steel rails have long been an expenditure to railroads which the shipper expected he would have to foot in the long run.

Cincinnati, Ohio. J. B. RINDFLEISCH.

The ten items in which American exports to Australia have most rapidly grown in the past six years are bicycles, carriages and materials, drugs and apothecaries' ware, iron and steel, machinery, paper books and stationery, sewing machines, timber, tobacco, cigars, etc., and watches and clocks. We have done well in furniture and upholstery, but we should do much better, for furniture is too high in that market. We have done well in silver-plated ware, but in Hardware, in which we should excel, we have not even held our own. There is a phase in Australian commercial transactions the facts of which are hard to determine. This relates to indirect trade. It is not easy to get behind the collector's books. Owing partially to our geographical situation and partially to the distribution of our industries over the continent, and also somewhat to our weakness in ocean carrying, most Australian products used by our people are purchased indirectly and do not appear on the books as trade between the United States and Australia, while no small amount of American goods find the Australian markets by the same circuitous method.—*Exchange.*

"This comes from making love to the daughter of a genius."

"What is the trouble, Tom?"

"Why, her father has just invented a parlor clock that sounds an alarm at 10 o'clock, turns out the gas and opens the front door by a wire spring."—*Chicago News.*

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THE PAN AMERICAN EXPOSITION, 1901.

BUILDING THE EXPOSITION.

EVERY WEEK SHOWS DEFINITE PROGRESS UPON THE COLOSSAL ENTERPRISE AT BUFFALO.

The accompanying views give some idea of the progress of work upon the buildings for the Pan-American Exposition to be held in Buffalo next year. One of these shows the Electricity and Machinery buildings, looking southeast from



that portion of the grounds which will be occupied by the Midway. The view does not clearly distinguish between the two buildings, but they are in reality separated by one of the main thoroughfares of the Exposition known as the Mall, 150 feet wide, which runs east and west. The other shows a nearer view of the Electricity Building looking up at the southeast corner. The point of view is near the base of the Electric Tower, the first lengths of the steel framework of which are now being put in place and which will ultimately reach skyward 375 feet.

All of the large buildings of the Exposition are well under way. These include, besides those here represented, the Agricultural Building, Manufactures and Liberal Arts Building, Graphic Arts, Forestry and Mines, Horticulture, the large group of three Government buildings, Temple of Music, Ethnology Building, Stadium, Midway entrance and concession buildings, New York State Building and the Albright Gallery of Art. The Service Building, which is the administrative headquarters of the Exposition, was completed early last Fall.

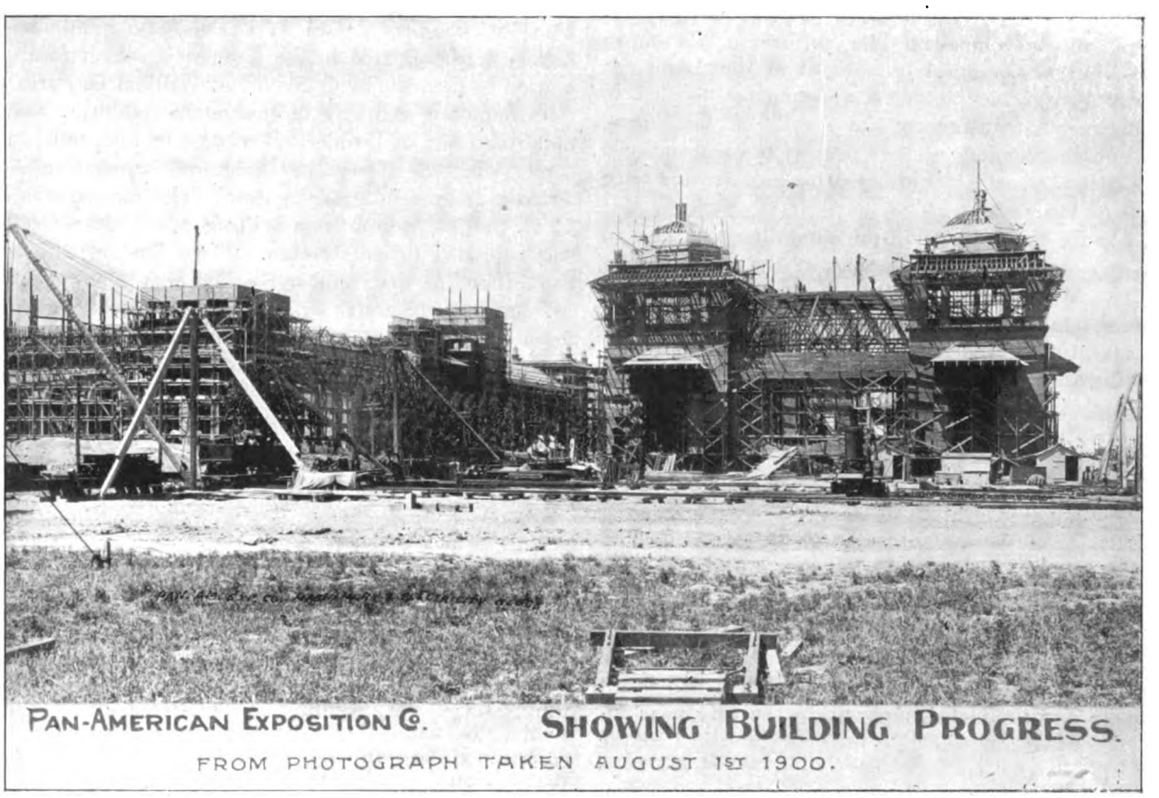
By reference to the illustrations here given, it will be seen that workmen are already putting on the gleaming white staff with which all the buildings are to be covered. The staff is prepared in an endless variety of forms, including elaborate statuary, large cartouches and medallions, rich columns, consoles and brackets, soffits and pilasters in relief, and all sorts of architectural ornaments of intricate detail. All the exteriors of the buildings are to be finished in color, presenting a most agreeable effect upon the eye. It is said of this Exposition that it will surpass all former expositions in the extent and variety of its sculpture and plastic decoration. It will also outrival its predecessors in the beauty and completeness of its horticultural and floral effects, and is to have the most elaborate and picturesque presentation of electric effects ever undertaken. The arrangement of the buildings is a symmetrical one, nearly all of the principal structures being grouped about broad courts. About thirty-three acres of land are comprised in these courts, all of which will receive this elaborate embellishment. Large pools, with a bewildering number of fountains and jets of water, will complete the picture, and at night the rippling surfaces of water will be made particularly brilliant by means of floating lights

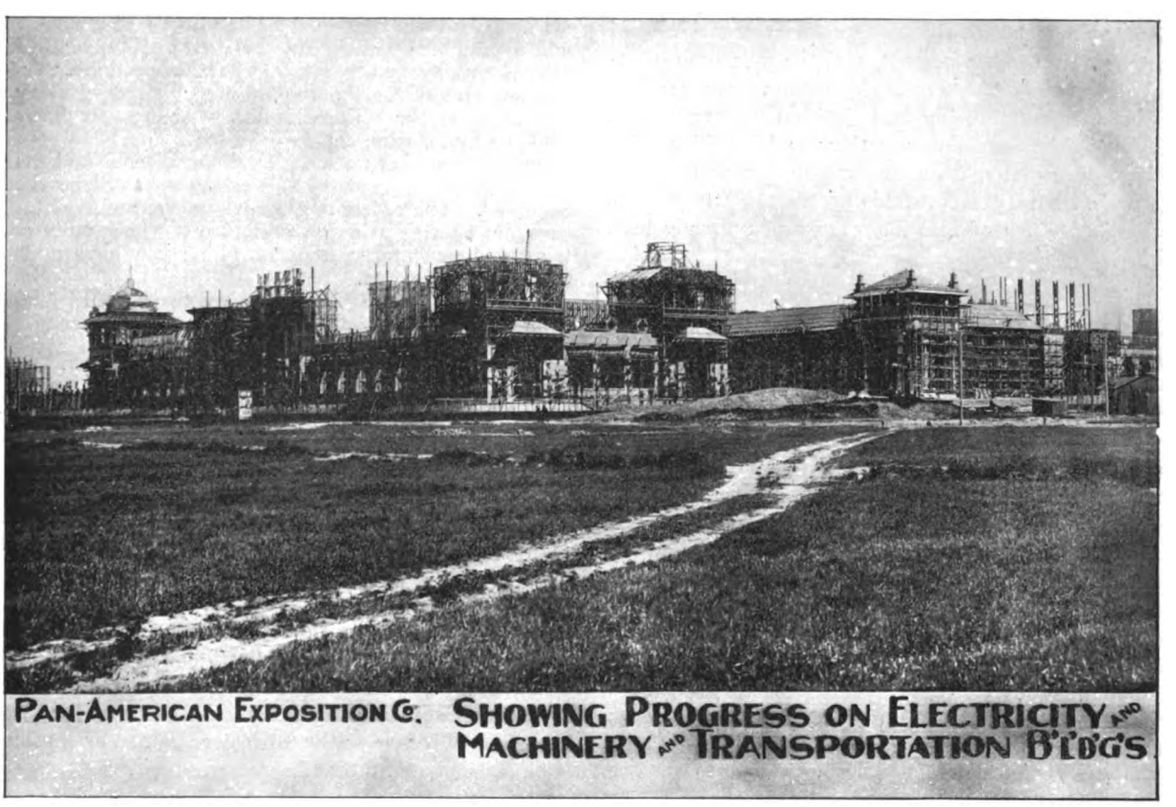
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and the wonderful illumination of all surrounding objects by the use of more than 200,000 electric lamps.

The installation of the heavier exhibits is to begin early in November, and the contracts require that all of the principal buildings shall be completed before severe weather sets in. Thus is the public assured that the Exposition will be opened on time and that the early comer will have quite as much to see as those who delay their visit.

The process of building a great Exposition has a charm to every one who has an interest in the development of any grand enterprise. It represents a vast organization, with its director-general and assistant directors, superintendents, contractors, caretakers, foremen and an army of workmen under the discipline necessary to carry on rapidly and successfully a great work. Materials are being brought into the grounds by train loads almost every day, and each week shows definite progress. The illustrations here given show what has been accomplished on the buildings in about three months. Another three months will find several of them completed and all of them so well progressed that the rigorous weather of Winter cannot interfere with their prompt completion.





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George—I wonder why Ethel calls me her chrysanthemum?

Binks—She may have discovered the fact that you haven't a cent.—*Ex.*

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The Inter-State Retail Hardware Dealers' Ass'n.

The Executive Committee of the Inter-State Retail Hardware Dealers' Association was held at the Sherman House, Chicago, on Tuesday, September 18th, delegates representing Michigan, Indiana, Iowa and Illinois being present. In view of the present condition of President Miller's personal affairs, which compelled him to devote his entire time to his Hardware business on account of the recent fire which occurred in Bloomington, the committee decided to make arrangements transferring the detail of the correspondence and the conduct of that part of the association's affairs to a secretary, who would hereafter be intrusted with that branch of the work.

Fortunately for the association the committee was able to secure the services of Fred H. Cozzens, of Detroit, to act in this capacity. Mr. Cozzens is well known to a large number of the Inter-State Retail Hardware Dealers' Association as a man of exceptional experience and consummate ability in this line of work. Mr. Cozzens has been connected with Hardware and other retail mercantile business in Michigan for some years, and is at present secretary of the Michigan Retail Hardware Dealers' Association, as well as of the Business Men's Association of Michigan, the latter organization being composed of several thousand of the retail merchants of that State, and by reason of his connection with these trade organizations is peculiarly fitted to assume this relation to the Inter-State Association.

A number of matters which were pending at the time of President Miller's fire and which are of extreme importance to the retail Hardware interests of this section, will be at once taken up and completed, and within the very near future a full knowledge of what has been accomplished by the Inter-State Hardware Dealers' Association thus far will be sent to the various members of the State association affiliated with the Inter-State through the State secretary.

The committee feels greatly encouraged at the results of the undertakings up to the present, and the uniformly courteous and considerate treatment which they have received from the large manufacturing and jobbing concerns with whom they have been in communication; and President Miller is to be congratulated upon the fact that in spite of the handicaps which have prevented his protracted attention to these matters, so much of real importance has already been accomplished.

New England Hardware Dealers' Association.

The first Fall meeting of the New England Hardware Dealers' Association was held at the United States Hotel, Boston, on the 12th inst., the chair being occupied by President George W. Burditt. After the regular dinner had been partaken of, the principal business of the evening consisted of listening to the replies to the letter which had been sent out by the association relating to the selling by manufacturers of their product to architects and builders direct. There was some delay in regard to receiving replies from the manufacturers to whom the letter was addressed, which necessitated following it up by the second letter. The second letter being forwarded under date of August 8th, and sent to the same firms, read as follows:

At a friendly conference, held in Boston, between the New England Hardware Dealers' Association and certain Hardware manufacturers, of which your firm or company was one, the following resolve of the committee appointed by the association was discussed:

Resolved, That the New England Hardware Dealers' Association requests that the manufacturers of Builders' Hardware make no quotations of prices, nor give any estimates on contracts to any person, except he be a recognized dealer in Builders' Hardware, and that no quotation nor estimate be made such dealer on such work at less than said dealer can purchase the same goods for stock.

It was supposed that some action would be taken by each manufacturer and a written reply sent to the association. As no answers to our request have been received we earnestly desire you to give us your views on the subject.

To this letter replies were received from a large number of those to whom the letter was sent, but they were not of a sufficiently convincing character to avoid the discussion which was part of the proceedings of the meeting. The replies were read by Secretary James A. Farless, and a number of the members participated in the discussion, which resulted in a motion being made by ex-President William D. Parlin, "That the committee who have in charge the resolution sent to the manufacturers of Builders' Hardware be instructed to confer direct with the American Hardware Association either in writing or by sending delegates." The motion was carried. E. H. Collins, Boston, representing the Meriden Cutlery Co., was admitted to membership. The following entertainment committee for the October meeting was appointed: Henry M. Sanders, Boston; William E. Plumer, Somerville, and John Duncan, Boston. The proceedings of the convention were enlivened by some excellent music provided by the entertainment committee.

Kentucky Retail Hardware and Stove Dealers' Association.

With the hope of forming a State Association, the Retail Hardware and Stove Dealers' Association of Louisville have forwarded a circular letter addressed to the retail dealers in Hardware, stoves, etc., in Kentucky, having in view the accomplishment of this purpose. This letter we give herewith:

About the first of last March, through aid of circular letters addressed to you and other known retail dealers in Hardware, stoves, etc., residing in the State of Kentucky, the Louisville Retail Hardware and Stove Dealers' Association ascertained the opinion of enough dealers to justify the belief that a State association was wanted and could successfully be organized.

With the object in view of accomplishing the desired result you are earnestly requested to be present at a meeting to be held September 26 and 27 at the Board of Trade Hall, Louisville, Kentucky, commencing at the hour of 10 a. m.

Headquarters for the reception of visiting dealers will be established at the Willard Hotel, where reasonable rates and good accommodation can be expected.

During the meeting officers will be elected and matters of vital importance to every dealer present will be thoroughly discussed. The object of forming a Kentucky Retail Hardware and Stove Dealers' Association has been fully explained in a previous letter, a copy of which you have probably received and answered.

On account of the Elks' Carnival to be held in Louisville, commencing September 17 and ending September 29, you will be able to take advantage of reduced railroad rates to this point.

All dealers who intend to come, and it is to be hoped that you will be present, will favor me by making known their intention at their earliest convenience, so that necessary arrangements can be made accordingly.

Yours very respectfully,
SAMUEL R. KORB, Secretary.

The presence of the Elks' Carnival, which is being held in Louisville and will continue there until the 29th inst., enables reduced railroad fares to be obtained from any point in the State. As there is no doubt but what an association of this kind will be extremely beneficial to its members, it is hoped that sufficient encouragement may be given by the Hardware and stove merchants throughout the State so that Kentucky may not fall behind in the experience gained by similar organizations in other States.

Editor *Hardware*: It may be pleasant intelligence for me to inform you that a foreign correspondent has recently sent W. S. Bigelow & Co., 116 Broad Street, New York, a list containing the names of 12 leading Hardware manufacturers, with whom he desires to open up an export trade; and that he stated in his letter of instruction he had selected the names from the issue of *Hardware* dated August 10, 1900, for which publication his subscription was sent a few months ago.

EXPORT TRADE.

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CONCERNING FOUNDRY FACINGS.

From an interesting article prepared by Malcolm McNaughton, of the Joseph Dixon Crucible Co., Jersey City, N. J., concerning the use of foundry facings and the quality demanded for different kinds of work, we have condensed the following:

Molding is generally divided into four classes, to wit: Plate, green sand, dry sand and loam. This classification indicates not only the methods by which the castings are made, but serves in itself as a guide towards the selection of a suitable facing.

Plate molding is always used for light castings, and while it is within a certain sense of the word green sand molding, we have classified it by itself since it demands a different treatment in the application of facing from ordinary green sand molding.

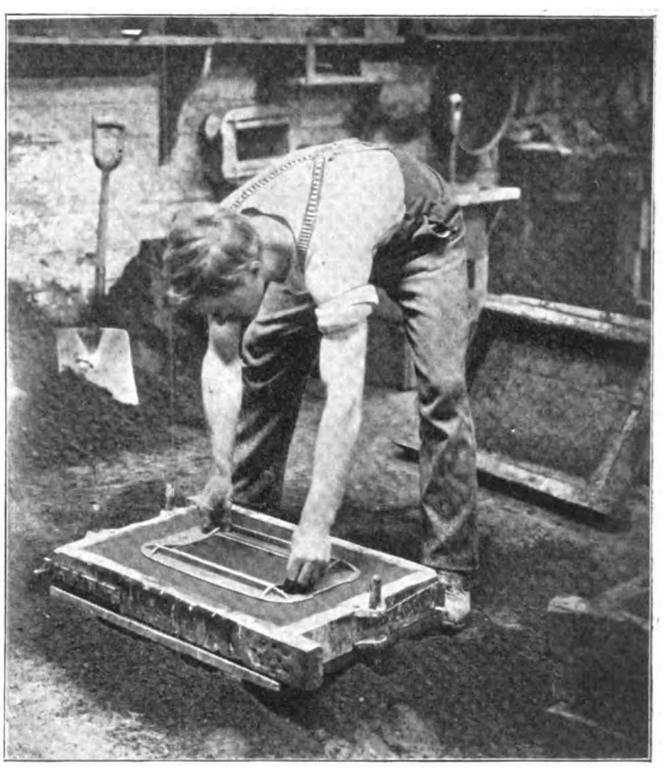
Owing to the ornamental designs prevailing throughout plate molding, facing cannot be rubbed or brushed upon the surface of the mold without injuring the delicate lines of the design. In order to get a smooth casting the pattern is returned, or printed back, to its original position, after a coat of heavy facing, and followed by a coat of charcoal facing, has been evenly distributed over the mold with a blacking bag.

In green sand work a facing may be applied with a camel hair brush, by hand or dusted on with a bag, and afterwards "slicked" down. It should be noted here that since the castings in this class of work are so much heavier than those in plate molding, it is necessary to use a more refractory facing. Dry sand work may be divided into two branches, skin-dried molds, in which the surface of the mold coming in contact with the iron is dried—and dry sand molds, where the whole mold is dried by being placed in an oven or having fires built within or surrounding it. In each method different sand mixtures are used, in fact, such a variance exists in dry sand molding that but few shops pursue a similar course.

In loam molding patterns are largely done away with, and the material used for forming the mold must be one that is very flexible and readily follows the lines of the sweeps. This is very plainly seen in grooved drums and castings of a like character.

Before proceeding further, let us discuss the theory upon which is based the use of foundry facings. The facing is, in the first place, put on the surface of a mold simply for the purpose of preventing adhesion of the metal to the sand of which the mold is composed. But besides the fact that it saves cleaning of the castings, it also gives them a far better appearance, and the surfaces so treated are very much easier to work in the machine shop. Wherever metal burns into the sand it causes hard spots on the castings, which quickly dull the edges of cutting tools. The reason why graphite or plumbago facings or silver lead prevent this is as follows: Carbon is a combustible material, so that when the metal is poured into the mold, there is sufficient amount of air in the mold itself, and also carried in by the stream of molten metal to bring about a certain amount of combustion. You may have noticed that when a drop of water falls upon a warm stove, it rolls about until it is entirely evaporated. The water itself never comes in contact with the hot surface of the stove, being separated by a film of vapor. The condition which obtains here is precisely that which exists in the mold,—the facing begins to burn and a film of gas forms between the facing and the iron. This effectually prevents any adhesion of the metal the sand, and just as long as this gas film exists no adhesion can possibly occur. With regards to the difficulties to be met with in any foundry work, it is understood that a facing must burn in order to be effective, but at the same time if it burns too much, that is, gives off too much gas, we immediately get into difficulty. A proper facing will adhere perfectly to the sides of a mold, and will burn and form gas in a slow and regular manner; that is, burn just enough to furnish this little film of gas referred to above. We want to form the gas, but want to form only the least possible amount of it, and at the same time this gas must be formed during the entire time that the metal is in the fluid condition.

Another point following this is the fact that two bodies cannot occupy the same space at the same time, so that in



using a cheap facing—which burns fast and gives out a large amount of gas—this gas is liable to become pocketed inside of the mold and so prevent the iron from filling the mold. This causes what are called "cold shuts" on castings. The ordinary cheap coal facings act in this way. One of the other difficulties in the use of improper facings is that of their running before the molten metal. Poor facings are not sufficiently adhesive to the sand mold surface. The hot iron, coming in contact with them, immediately dries out the sand, and if an inferior facing is in use, it will run and leave the mold surface bare. These two points alone will indicate to you why the Dixon Co. make such a variety of facings. The conditions which exist in foundries are so various that it would be quite impossible even to make one facing for green sand work, and another for plate work, and that they be equally successful in different shops.

"Well," said the old colored campaign worker, "I've worked hard for Mr. William, en he done got de nomination."

"En what did you git?"

"Well, I got de rheumatism, de slow fever en de promise of $10."—*Ex.*

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Nulite Arc Illuminator.

The Chicago Solar Light Co., Garden City Block, Chicago, Ill., have recently purchased the business, machinery, tools, patents and good will of the Hawks Mfg. Co., manufacturers of the incandescent vapor gas lamps, formerly sold under their name. They are making many additions in the way of machinery and tools of the latest and most improved designs, increasing their facilities to the fullest extent, and preparing in many ways to conduct this important business on a very extensive scale. They recognize the fact that a lamp such as they are making is a desideratum in every community, and in addition to the complete line of chandeliers, pendants, table lamps, etc., that have been heretofore placed before the trade, they have recently brought out a new 750 candle-power arc illuminator in two patterns, one designed for outdoor and the other for indoor use, which they distinguish under the name of the Nulite, and so advertise the same. This lamp possesses many new and novel features. In its operation it is almost noiseless, and is guaranteed by the manufacturers to generate perfect gas in any climate or under any kind of atmospheric influences. In its construction it is ornamental and handsome in design, superbly finished in either oxidized copper or

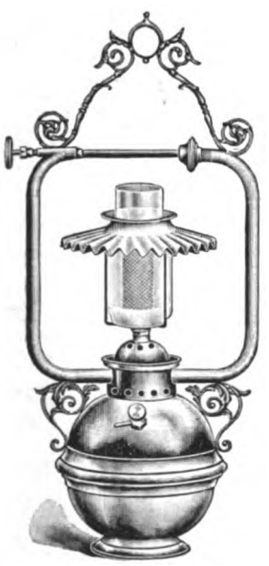


FIG. 1.—THE NULITE INDOOR ARC ILLUMINATOR.

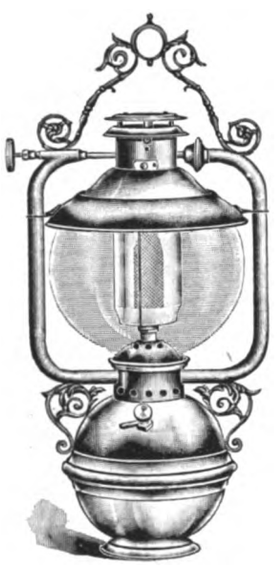


FIG 2.—THE NULITE OUTDOOR ARC ILLUMINATOR.

nickel, as desired, and in every way presents the appearance of a very attractive and salable article, the tank and other fittings being manufactured out of solid copper. The company is also engaged in manufacturing a line of street lamps similar in construction, which are furnished all complete, ready to be placed on the post. The latter are gravity lamps, designed to give a light equal to 100 candle-power each. In the construction of these Nulite lamps the Hawks burners are used on the chandeliers and pendants, they having met with unqualified success since their adoption. They are fully guaranteed by the manufacturers for one year, but are calculated to last, with ordinary care, for a long period. It is referred to that there are no passages to clog up, nor small pipes to burn off. The company have in preparation a new catalogue covering this important line of specialties, which may be had upon request.

Outside Speculation as a Cause of Failure.

This certainly is a subject that should be of intense interest to every thoughtful, careful dispensator of credit, and be seriously considered by every credit man in extending credit and watching accounts. It is not open to question that every credit man can recall instances where he has had to reproach himself for losses resulting from the debtors indulging in outside speculation. It is not necessary to trace any instances to substantiate this statement, for they are of well known occurrence. There are many men whom we have known in the past as prosperous merchants who to-day are business wrecks, self-confessed as consequent upon outside speculation.

The credit man is usually made acquainted with this condition of affairs by a request for an extension of time on matured accounts. It of course does not always follow that a request for a few days' additional time indicates that the merchant is tied up by outside speculation, but just at this time the credit man should inform himself as to the conditions necessitating the request, and determine if the necessity arises from this cause. If so, take the proper stand to discourage it, and having said "No," have the "backbone" to mean it.

Cases come to the credit man's attention in which prosperous business men have had inducements held out to them in outside speculations, where, by having a few shares, an investment of a few hundred dollars would result in handsome returns, which would continue to develop and prove a bonanza. This is the starting point in outside speculation, and when further demands are made to develop this outside project, money which is absolutely required there is taken out of legitimate business. These drafts upon the business go on by degrees until it begins to suffer, and creditors are requested to grant indulgence on matured accounts. Now is the time for the credit man, being made acquainted with the condition of affairs, to be faithful, and not have to reproach himself later on. To be faithful at this juncture would probably save a wreck and loss. Indulgence at this crisis encourages a repetition of the request, and an effort on the part of the debtor to devote some of his time to this outside venture, and thus his business suffers. It is only a matter of a little while when the debtor is insolvent, and the credit man, through his leniency, a loser.

It is safe to contend that the merchant who is doing a prosperous business with only sufficient capital to push and develop that business will do well not to entertain the thought of outside speculation. Should such inducements be held out to him the first question he should ask himself is: Can I afford to sacrifice this much in case I lose? Will my business suffer, will I be denying my family or charity fund what they are justly entitled to? If the conditions are such that neither his legitimate business, family nor charity fund will suffer in case of loss, then he may feel at liberty to invest. J. M. KERR.

The ice habit is making rapid progress in Great Britain, due largely to the incessant clamor for ice in hotels and public places by the thousands of traveling Americans. Not very long ago the attendants of public places in England, where nearly everything except ice was provided, would be insulting if one complained because ice could not be had. To-day all first class places have a few small lumps swimming in a glass dish, and you pick these out with sugar tongs; and in country inns, and even in second class public houses, they apologize for not having it. Though very few saloons and restaurants have refrigerators, many private residences now own them; and there would be far more general use of ice if companies were organized to distribute it from house to house. As it is, one must secure it almost by favor from the fishmonger. Last Summer was an unusually hot one, and all the American refrigerators in stock in England by consignment or otherwise were sold. Properly handled, there is good opportunity in England for American refrigerator manufacturers. Cold storage is a growing business there, and large brewers are putting in extensive cold storage machinery plants; but American manufacturers in this line are not markedly in evidence.—*Exchange.*

"Mamma," said the little girl, her eyes wide with excitement, "I do believe the minister told a story!"

"Why, the idea!" said her mother; "you don't know what you are saying."

"But I do, mamma. I heard papa ask him how long he had worn chin whiskers, and he said he had worn them all his life."—*Indianapolis Press.*

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CONSULAR COMMERCIAL COMMENTS.

SIAMESE DEMAND FOR RAILWAY MATERIALS AND FIREARMS.

Minister King, of Bangkok, under date of June 20, 1900, informs the Department that he has succeeded in securing an open tender for American manufactures in the construction of the Petchaburee Railroad by the Siamese Government. Bids for the construction of a plant for the manufacture of ammunition in that country were opened to American competition in March, and a bid was asked from the United States on 20,000 rifles and 10,000,000 cartridges.

BRAZILIAN MARKET FOR PORCELAIN AND GLASS.

Minister Bryan writes from Petropolis recently that one of the leading importers of china and glass in Rio de Janeiro has informed him that this firm has successfully placed United States glassware on sale, the action having been taken at the recommendation of United States Consul-General Seeger. Mr. Bryan expresses the belief that with small effort this branch of trade can be extended in Brazil. He sends for distribution among manufacturers, through the Bureau of American Republics, a list of dealers in these articles in Rio de Janeiro.

GERMAN GLASS INDUSTRY.

Consul John F. Winter writes from Annaberg, at a recent date, that the manufacture of glass in Germany has become a thriving industry. The number of factories has reached 400, giving employment to about 35,000 workmen. This is a good showing, when it is considered that the production of glass is comparatively a new thing for the Empire. For the past thirty years the import from Austria, Belgium, England and Italy has not only been rapidly losing ground, but Germany now exports to those countries certain kinds of glass, such as bottles of every description, etc. Naturally, the German manufacturers have not yet reached that stage where they can compete with Belgium in mirrors, or with Venice in fancy-colored decorations.

GERMAN TRADE IN SCISSORS AND KNIVES.

Consul-General Guenther writes from Frankfort, August 9, 1900:

Within a comparatively short space of time, the better class of scissors and shears has advanced in price about 10 per cent. and the commoner grades about 20 per cent. In knives of the better grades, there has been an appreciation of 5 to 7 per cent., and in the commoner grades of 10 to 25 per cent.

Except in pearl-handled knives, which have advanced largely on account of the increased cost of pearl, the appreciation in values is not due to the influence of raw material; it is practically altogether due to labor troubles. The fact that the men employed on the higher class of goods are being paid better than those working on the the lower grades explains the difference in the increase in the price of the two grades of goods.

Taking into account the labor troubles and the fact that the manufacturers are busy, it is probable that German goods will be steady in price for some time to come.

LAMPS IN MARSEILLES.

The following are extracts from letter written by Consul Skinner, of Marseilles, to New York and Chicago firms:

There are several local manufacturers of lamps in Marseilles, and whether there is a future here for American goods depends upon the price. Lamps retail rather higher than in New York and are inferior in quality. Good reading lamps at modest prices, such as may be found in any American stock, are hard to obtain, the local assortments consisting usually of the two extremes in both price and quality.

The French burner is commonly provided with a lever, by which the chimney may be raised and the wick lighted without touching the hand to the glass. The device is practical and desirable. Efforts have been made to apply an incandescent burner—probably about the same thing as the American Welsbach gas burner—to petroleum in this city, but the experiment was not successful.

The tariff imposed on lamps by the French Government is as follows per 220 pounds:

Lamps of porcelain, glass, iron, brass, etc.....	$11.58
Lamps of gold or silver metal plated.....	48.25
Lamps of nickel-plated metal.....	28.95

If the lamps are detachable, the tariff for the mounting is $1.54 per 220 pounds, the lamp reservoir and permanently connected parts paying as above.

The tariff schedules are so extended that the foregoing figures are tentative rather than positive. In introducing a new article, the only absolutely certain method of knowing the rate of duty would be to submit a sample for custom house examination.

The popular illuminating agent in France continues to be the old-fashioned candle, and in most of the hotels gas has not been distributed through pipes beyond the offices and dining rooms. In many of the very elegant private residences, more particularly those belonging to the old families of the country, the same condition prevails. On a ceremonial occasion, the halls and salons will be magnificently illuminated with wax tapers, distributed in large chandeliers and beautiful lusters, one of the latter in each of the four corners of every apartment. Among the plain people, gas is too expensive for ordinary use, and in many cities like Marseilles electricity is not to be employed at any price. After candles, the oil lamp is next in popularity. A great many people make use of certain simple processes of manufacturing acetylene gas. Devices for the production of this gas upon a small scale for use in lamps are for sale everywhere. A large number of cafes and institutions of that character have private acetylene gas plants, and the arrangements for burning this gas have been so perfected that its use gives satisfaction.

The retail price of oil is 7 cents per liter (1.05 quarts), and for high grade oils the price is considerably higher.

LAMPS IN AUSTRIA.

In reply to inquiries from a New York association (which has received a copy of the report), Consul Hossfeld, of Trieste, says:

The kerosene used in this consular district is the product of Russian crude petroleum. There have been, during the past ten years, no direct importations of American petroleum at Trieste.

I do not believe that American lamps would have to be equipped with special burners if Russian oil were used. In the lamps of Austrian manufacture, either Russian or American oil may be burned.

While some Belgian and German lamps are imported here, probably nine out of ten of all the lamps sold in this consular district are of Viennese manufacture. In fact, nearly all the principal lamp makers of Vienna maintain branch houses at Trieste, as well as in the other large cities of the Empire.

Prices are high, in some instances 30 or 50 per cent. more than in the United States.

I think that cheap lamps, especially, could be sold here to great advantage if our manufacturers would imitate the

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tactics of Viennese lamp makers and open in the cities of Southern Austria stores of their own. No native can sell American wares in a foreign country as successfully as an American who is familiar with the language and customs of the country. This has in recent years been demonstrated in every large city of Europe. The American knows what most retailers of Southern Europe, at least, have to learn, viz., how to advertise, how to display goods, how to meet competition, how to gratify and at the same time educate the popular taste; and, above all, he knows how to "hustle." It is, moreover, difficult to induce a native retailer to buy foreign wares as long as their sale is still in the tentative stage.

As a great deal of latitude is left to customs officers in the classing of imported ware, it is always advisable to commence operations with trial shipments. The customs officers here, as elsewhere, are guided by precedents, and the importer who has once cleared a sample shipment knows just what duties he will have to pay on his various goods in the future.

All custom duties in Austria are specific and must be paid in gold (the gold florin being equal to 48.7 cents). Lamps pay duty according to the material of which they are made.

If the opening of American retail lamp stores abroad seems inexpedient, those of our manufacturers who are anxious to establish in Europe a permanent and profitable market for their wares should at least send traveling salesmen familiar with the languages and commercial customs of the countries in which they are expected to do business.

Any one looking over the hotel registers of Trieste will find that fully one-fourth of the commercial travelers that come here are from Germany and Great Britain. If it pays Germany and England to send their "runners" here, why should it not pay the United States? Efficient salesmen, with well equipped sample cases, will find more and better customers and will be cheaper in the end than the thousands of circulars which daily fill European waste-paper baskets.

New Catalogue of Fayette R. Plumb, Inc.

Fayette R. Plumb, Inc., Frankford, Philadelphia, Pa., have recently issued an extremely desirable catalogue of their line of goods bound in cloth, 80 pages, and 9x12 inches in size. Within its covers is an exceedingly good display, well illustrated, of the goods made by this concern, which covers hammers, edge tools, sledges, blacksmiths', miners' and railroad track tools, picks, mattocks, grub hoes, etc. Included in its contents are also a few very readable pages, in which are given "a plain talk about tools," which is certainly extremely interesting reading, and of a character that would prepossess one to search the catalogue; also an extremely complete telegraph code for inquiries, purchases and orders, giving a telegraph word for each tool, which word is also given in the body of the catalogue under its regular trade name. The telegraph code used in this particular volume has been the subject, no doubt, of a great deal of thought, as it seems to be the most complete in its application of any that has come to our attention in a similar connection, even including in a single word each of the entire range of discounts with their various combinations from 2 to 80 per cent. It has also a complete index, which indicates in a thorough manner the large and extensive line of goods manufactured and sold by this well-known corporation. The illustrations given throughout the volume are many of them in the finish and color or bronze under which they are marketed. Even the style, color and description of the labels are shown in such a way that the general appearance of the goods is indicated in a surprisingly natural manner, all the various colors being shown on page after page. This catalogue is a condensed catalogue for the trade of 1900, which illustrates all goods that were shown in the catalogue of 1898, which was somewhat larger in its dimensions; a few new styles of hammers, and a special line of tools being the only new addition to the lines since that catalogue. Since the publication of this catalogue, the terms stated therein have been changed to "60 days or 2 off cash in 10 days." The discount sheet to accompany the catalogue was published under date of July 2d. The company are pleased to state that the edition of the catalogue consisted of 5,000 copies, which they have endeavored to distribute by sending one to each of the best retail houses in the United States, it being the desire of the company to have their goods thoroughly well known, that a demand may come from this knowledge through the proper channel. A large foreign edition was also distributed, and from the completeness of the catalogue, and the plainness with which it may be ordered from, would justify the belief that very gratifying results would follow its distribution.

India Rubber Importations.

More than a hundred million dollars' worth of india rubber has been imported into the United States during the past four years, and more than sixty million dollars' worth in the last two years. A decade ago the annual importations of india rubber amounted to about $15,000,000; now they exceed $30,000,000, and are steadily increasing. Practically all of the importations of rubber come in crude form for use of manufacturers, who are constantly extending its application to various new lines of industry. Northern Brazil, Southern Mexico, the West Indies, Central Africa, India, the Straits Settlements, and the Dutch East Indies supply this increasingly important feature of our importations. Probably no single article has made a more rapid growth in its relations to manufactures and consequently commerce in the past few years than rubber. As a consequence attention is now being given to the cultivation and systematic production of the various plants and trees from which it can be produced.

The above statement is suggested by the receipt by the Treasury Bureau of Statistics of a publication detailing the systematic efforts being made for the cultivation of india rubber trees and plants in the British colonies, especially those of Central and South Africa. This, coupled with the well-known fact that our own Department of Agriculture has already begun experiments and inquiries in this line in the island territories of the United States, adds greatly to the interest in this question and to the possibility that the $30,000,000 a year which we are now sending out of the country for this product may be expended under the American flag and among American producers. The fact that Southern Mexico and Central America are natural producers of india rubber in considerable and increasing quantities, and that large quantities are produced in, and exported from the islands and mainland immediately adjacent to the Philippines, suggests great possibilities in this line both in Cuba, Porto Rico, and in the Hawaiian and Philippine Islands.

India rubber is not, as is generally supposed, the product of a single tree, but, on the contrary, is produced from a variety of trees and plants. Some of these flourish only in a moist soil and atmosphere, while others thrive on stony soil, provided they receive ample though intermittent rainfall; though in all cases a tropical or sub-tropical climate is requisite. Most of the india rubber of South and Central America and India is from trees, but in the islands of the Indian archipelago the supply of rubber is chiefly from a gigantic creeper, which in five years' growth attains a length of 200 feet and from 20 to 30 inches in circumference, and which yields annally from 50 to 60 pounds of caoutchouc. Java, Sumatra, Penang, Singapore and French Indo China are already large producers of crude india rubber, or caoutchouc, and its production in the West Indies has been sufficient to indicate the entire practicability of its being made an important industry in Cuba and Porto Rico, as well as in the Hawaiian, Philippine and Samoan Islands.

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RECENT TRADE PUBLICATIONS.

ROGERS SCREW CO., Providence, R. I., have recently published a very desirable price list for store use, giving the list prices of screws of their manufacture, which are the regular long prices now in use by all screw makers, and giving the net at various discounts running from 55 to 80 per cent. at the usual variations. This information is usually welcomed by the trade generally, and those who have not received a copy of the same should apply for one, as its convenience in the store makes it extremely desirable to have within reach.

MORSE TWIST DRILL & MACHINE CO., New Bedford, Mass. Pamphlet catalogue of 120 pages, handsomely gotten up, printed on good paper, finely illustrated, embodying in its contents the superior high-grade tools manufactured by this well-known concern, which has been incorporated since 1864. Included in its contents will be found, increase and constant angle twist drills, chucks, reamers, milling cutters, taps and dies, and a long line of machinists' tools, which very important line of goods is well represented. Dimensions are given in almost every instance, price lists accompanying each article, a discount sheet for the trade being intended to accompany the catalogue.

P. & F. CORBIN, New Britain, Conn., have recently published a very handsome catalogue of 24 pages, illustrating the Corbin Door Check and Spring. It is superbly printed, as is usual with this concern, on high-grade coated paper, with a handsome ornamented embossed cover printed in colors and bronze; and is finely illustrated with superior half-tones, and in every way is a credit, not only to P. & F. Corbin, but also to the Hardware trade. This catalogue is printed in the French language, evidently for distribution abroad. They issue a duplicate of the same printed in the German language, the only difference being in the colors employed on the cover, and the language used in conveying the fund of information.

THE SIMMONS HARDWARE CO., St. Louis, Mo. Catalogue 378, devoted to Corn goods, and distributed under the auspices of the "Mail Order Department." This catalogue is printed on very thin paper, with the design of mailing a large edition at a limited expense, evidently in competition with catalogue house methods. Included in its contents is everything in the way of supplies that would come under the head of corn goods, including huskers, gloves, knives, shellers, grinders, etc. A very large and important line of goods is represented between the covers, and is shown in excellent variety. This company has also issued Catalogue 379, devoted to Fire goods, and there will be found in its contents a complete line of such goods for the Fall and Winter trade, as shovels, tongs, pokers, fireplace sets, dog irons, guards, fenders, and irons, stove pipe, ventilators, coal buckets, hods and vases, stove boards, oilcloth, weather strips, etc. This catalogue is similar to the one previously mentioned, printed on thin paper, no pretensions whatever as to style, but very complete as to contents.

STEWARD & ROMAINE MFG. CO., LTD., 124 N. 6th street, Philadelphia, have recently issued an extremely interesting catalogue and price list of single and double patent parallel expansion bolts in iron and brass. In this publication, consisting of 24 pages, which is part of their larger catalogue, full information is given in regard to the expansion bolts which are made by this company in a great variety of patterns, giving full descriptions for their use as well as directions how to apply, and conveying a very complete idea of the utility of these modern appliances. Included in the contents are list prices of all the various patterns, it being the intention that a discount sheet shall accompany the same when sent to the trade. Included in the contents, in addition to the expansion bolts, illustrations and list prices are given of the following: Awning hinges, eye bolts, hitching ring bolts, switchboard bolts, shutter hinge eye bolts, expansion hooks, etc., etc., to all of which the expansion feature is made applicable, making it the most complete publication on the subject of expansion bolts and their numerous applications that has been brought to our attention.

THE LEONARD MFG. CO., Grand Rapids, Mich. Pamphlet catalogue of 20 pages, printed on excellent paper, and beautifully illustrated in colors, giving as graphic a representation of the goods described as is possible to be conveyed in the pages of a catalogue. The catalogue is devoted to the variety of game boards, game board stands, and catalogue and electrotype cabinets which form part of the manufactures of this well-known company. The new game board "Combinola", which is advertised elsewhere in our columns, is shown by a number of illustrations, giving an idea of the great variety of games which are included within the possibilities of this new board. Other illustrations show crokinole in a variety of styles. An illustration of the Leonard Catalogue cabinet displays its utility in an exceedingly graphic manner, and should naturally extend the sale of the same. Included in the pages regarding cabinets, the Leonard system of using this catalogue cabinet is largely dwelt upon, forming an interesting portion of the contents, and making the reader wonder how he could possibly do without it. A recent addition to their line of goods of this character is shown on the final page in the Leonard Sectional Drawer Case, especially adapted for electrotypes, coins, minerals, drawings, proofs, engravings, etc., etc. It seems to be the most complete article of the kind that has ever been brought to our attention.

MICHIGAN WHEELBARROW & TRUCK CO., Saginaw, W. S., Mich. Small envelope size catalogue of 24 pages, having reference to this one branch of the business of this progressive company. A full catalogue of their entire products it is their intention to have forthcoming in a short time. In this catalogue is noted hand carts, improved trucks, wagon and factory trucks, steel-nose store and warehouse trucks, both regular and extra heavy, full bound; and bag trucks, forming a very complete and improved line of these useful goods. Full descriptions are given in regard to sizes, weights, etc., so that selections may be made understandingly. The catalogue also includes the line of wheelbarrows now being made by the company, which embraces the Standard bolted, the Eureka dump, the Valley, with steel wheel, and the Saginaw bolted canal barrow. They also include the Michigan bolted barrow, with iron hub wheel, the mortar wheelbarrow, and the bent handle stone barrow. This extensive line of barrows is in addition to the line of garden barrows and lawn and stable barrows made by this company, which complete the assortment. They are also large manufacturers of Tubular steel barrows with steel tray, which are illustrated and described on the final page of the catalogue; the gauge of steel being given, size of tray at top, the capacity, weight of barrow, and the list price. This is mentioned as showing how much detailed information is endeavored to be conveyed in this small but useful catalogue.

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NEW GOODS AND SPECIALTIES.

The Handy Hammer.

The Ulrich Mfg. Co., Rock Falls, Ill., are manufacturing the Handy Hammer, an illustration of which is given in connection with this article. It is claimed to be one of the most convenient tools for the farm or household use, the illustration showing the many handy ways by which this tool can be made serviceable. Among the points to which the manufacturers make reference are the facts that it is handy around the binder, mower or any machine where a hammer or wrench is needed; makes a good tool for any one who drives or pulls a nail or uses a wrench. The claw is pointed so that fence staples or spring keys may be readily pulled by its use. The nail pulling device, as will be noticed, is in front. The wrench is placed under the claw, its use being illustrated, and the wire splicer at the end of the handle makes a neat splice, a very little experience being required; saves wire and avoids by its use injuring the hands in any way during the operation. It will be found quite a useful tool at a very moderate price, and should be in every Hardware stock.



THE HANDY HAMMER.

Appleby Patent Motor Chains.

The Chantrell Tool Co., Reading, Pa., John H. Graham & Co., 113 Chambers Street, New York, sales agents, are manufacturing among their other specialties, a line of motor chains for automobiles, etc., which are known and marketed as 400 M. This special chain is made under the Appleby patent, and is similar in design to the bicycle chains made by this same concern, except, of course, that they are very much heavier, being designed for the kind of work suggested as an automobile specialty. They are manufactured in 1, 1 1-4 and 1 1-2 inch pitch, and the side links are composed of carbon crucible cold rolled steel, which possesses a tensile strength equal to 160,000 pounds to the square inch, making them positively safe and reliable under any possible pressure to which they may be subjected. The steel is hard cold rolled, and made especially for this use. The rollers are made of tool steel, and are tempered in a manner to make them as hard and tough as is possible. In the construction of the chain under these patents, among the important features are the facts that the rollers run on hardened tool steel sleeves that are driven in place in the side links, which enables the rivet to have a bearing given to it that is full length, and also gives the roller an independent bearing on the hardened tool steel bushing. There is a hardened bushing or sleeve driven on the rivet. This bushing is made of the best tool sheet steel obtainable, and it also has a bearing the full width of the chain. We present illustrations herewith, showing in Fig. 1 the chain as it appears, representing one size of the many that are made, and Fig. 2 illustrates the parts composing this method of construction, the advantages of which will be apparent at a glance. It is referred to by the manufacturers that the hardened tool steel sleeves which are driven on the rivet make the best known bearings used in the construction of an article of this character—that is, two hardened steel surfaces running together.

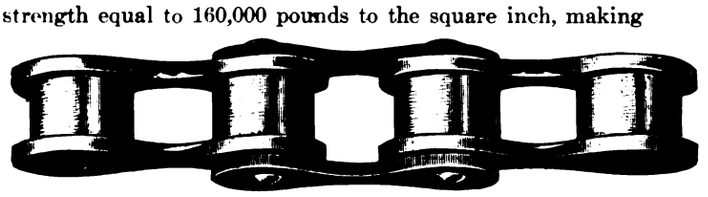


FIG. 1—APPLEBY PATENT MOTOR CHAIN.

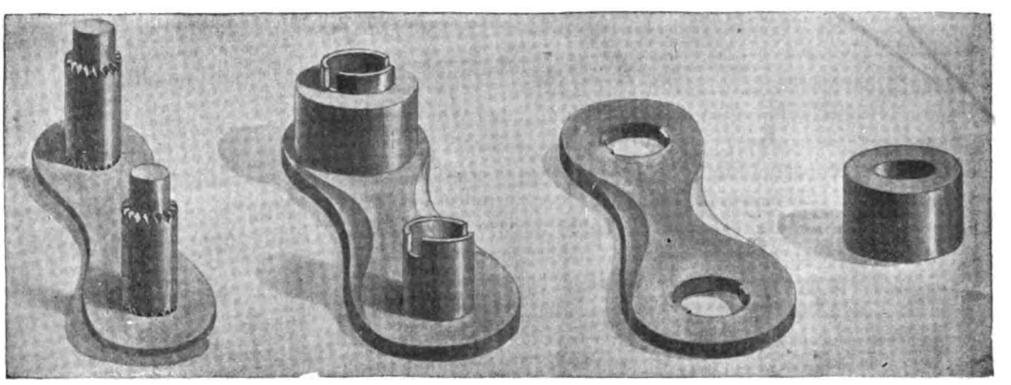
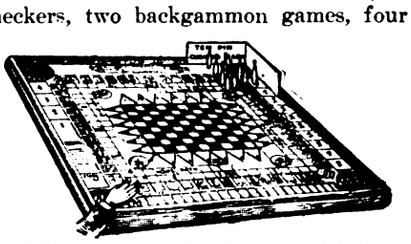


FIG. 2.—APPLEBY PATENT MOTOR CHAIN.

A New Game Board, The Combinola.

Among the very desirable articles coming under the head of holiday goods, which Hardware dealers are apt to add to their assortments at this time of year, may be mentioned the large game boards, which, in the housefurnishing department of a Hardware establishment, meet with ready sale, enabling the dealer to get his share of the brisk trade prevailing during that season. No more attractive article of this class has been brought to our attention than the one which we illustrate here, which is marketed under the name of the "Combinola," the name being significant of the forty games in one board, which is the great feature of this meritorious board. Included in this large combination are composed the following games, with complete rules, cues, flags, ten pins, and all other implements required: Twelve styles of carrom and billiardette games, chess, including the men; four styles of checkers, two backgammon games, four styles of crokinole, seven styles of ten pin games; also many new, highly instructive, and fascinating games, such as national exports, chess arabia, battles of the British and Boers, the pawn shop, prisoner's goal, bagatelle, curling, foot ball, parlor croquet and the automobile race. Providing a fund of amusement for old and young, it should meet with a large sale. It is manufactured by the Leonard Mfg. Co., Grand Rapids, Mich., who will be pleased to furnish full particulars on request. See their advertisement on page 15.



NEW GAME BOARD, THE COMBINOLA.

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Fenn's Patent Rotary Ventilator.

George E. Fenn, 94 Blackstone Street, Boston, Mass., is the manufacturer of a large number of ventilators and chimney stacks, having made a specialty of this class of work, one of his latest designs being the patent rotary ventilator, of which we give illustrations herewith. These ventilators are designed to work on the same principle as an exhaust fan, but with a vertical instead of a horizontal axis. By the revolving head or fan a suction is created that is impossible to obtain with any stationary ventilator similarly placed. For creating a draught to chimneys, it is stated it is a

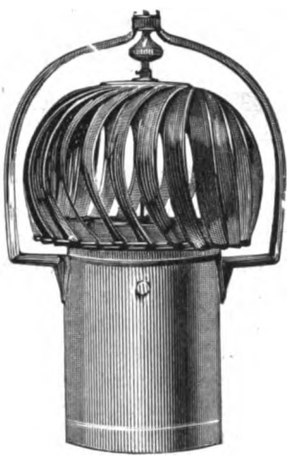


FIG. 1.—FENN'S PATENT ROTARY VENTILATOR.

ventilator to be relied upon to give perfect satisfaction. Fig. 1 shows the general appearance of the ventilator, while Fig. 2 gives a sectional view of the bearings, which are one of the most important features, as by the aid of these the ventilator is rendered entirely noiseless. The upper bearing consists of a brass tube projecting down through the cross-head, in which runs a cone-shaped nib at the upper end of the spindle. Both tube and nib are encased in an oil cup of spun brass (see Fig. 2, Letter B). The lower part consists of a hardened steel step at the bottom of the lower oil cup, on which runs the lower end of the spindle, which is tempered to correspond with the step. This is noted in Fig. 2, Letter C. The lower

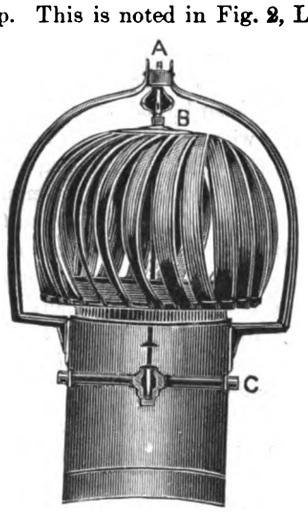


FIG. 2.—FENN'S PATENT ROTARY VENTILATOR.

oil cup consists of a malleable iron cross, with nipples through and fastened to the body by lock-nuts and caps, thus stiffening the ventilator as well as forming a reservoir for surplus oil to supply the lower bearing. It will be noticed by reference to Fig. 2 that both upper and lower bearings run directly in the oil, so that they are perfectly noiseless and free from friction, and are always lubricated as long as there is any oil in the cups. The cups will hold oil enough to last from one to three years, depending somewhat upon the amount of heat given out by the chimney. These ventilators are warranted to be absolutely storm proof, and the peculiar construction of the head renders it impossible for either rain or snow to reach the inside.

Linemen's Side-Cutting and Splicing Pliers.

The Peck, Stow & Wilcox Co., Southington, Conn., and 27 Murray Street, New York, have recently put upon the market three new and desirable styles of side-cutting pliers, especially suitable for electricians, linemen, etc. Fig. 1 represents their No. 50, which is made of the best material, and furnished in sizes of 6, 7, and 8 inch. This plier has a splicing attachment by means of which two ends are joined and each wire end closely and firmly coiled around the main body of wire on both sides of the junction. An end is passed through the round hole in the handles near the pivot, and

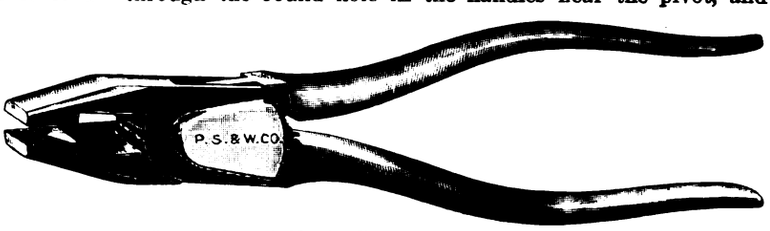


FIG. 1.—NO. 50, LINEMAN'S SIDE-CUTTING AND SPLICING PLIER.

the wire passed over the groove projection for coiling. This plier is made in a perfect manner, with box joint, having side cutters on the reverse side. Fig. 2 shows a similar plier in material and finish, but it is made with a lap joint, and furnished in 6, 7 and 8 inch sizes. This is known as the No. 60. This plier also has a splicing attachment for accomplishing a similar result to that described in No. 50, except that the wire is passed over a grooved circular button for coiling. By inspection of the illustration, it will be seen that Section

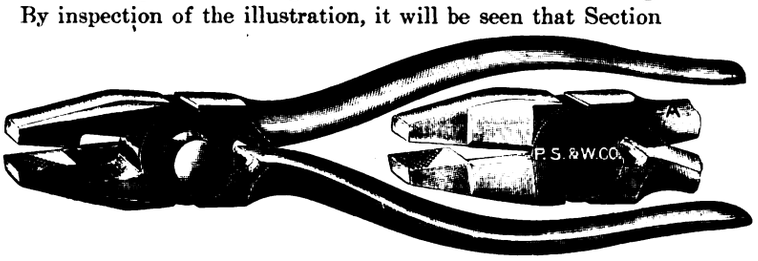


FIG. 2.—NO. 60, LINEMAN'S SIDE-CUTTING AND SPLICING PLIER.

A is a detail showing a side cutter, which is similar in both pliers. Another plier, Fig. 3, represents the No. 40, a forged steel lap joint side-cutting plier, being similar to No. 60, but without the splicing attachment, and in appearance similar to the No. 30 side-cutting plier made by the above company, and long known to the Hardware trade. The No. 40 is made in four sizes, 5, 6, 7 and 8 inch, and although, because of its lap joint construction, it is marketed at a lower

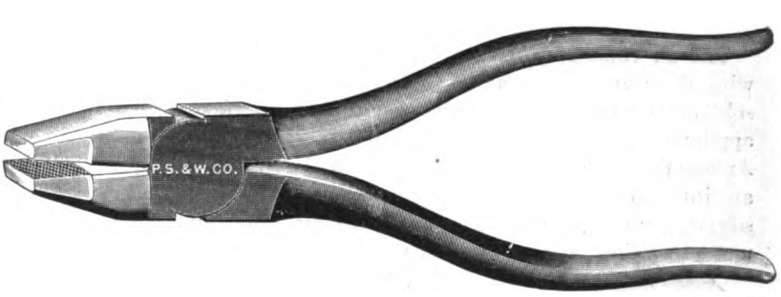


FIG. 3.—NO. 40, LINEMAN'S SIDE-CUTTING AND SPLICING PLIER.

price for general sale, is claimed to be equal to any in the world, except the box joint plier No. 30 above referred to.

"Perfection" Spring Door Latch.

The Clark Mfg. Co., Moline, Ill., are manufacturing and distributing through the Hardware trade the "Perfection" spring door latch, illustrations of which are presented herewith. It is designed for barn and outbuilding doors and gates, and intended to hold the door open as well as to lock it when shut. Fig. 1 shows the latch in position on the inside of the door, the cut showing the door apparently transparent in order to exhibit the working of the latch. When it is deemed desirable to lock the latch, it can be done by the button at the back. Fig. 2 shows the door hooked open in the

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loop, which goes with the latch. This feature is claimed to be a great improvement over others, as there is no possibility of the door or gate springing shut while stock is being driven through the opening. It is manufactured of durable material, the best malleable iron being used in its construction, and designed to last an indefinite period. Among the many claims made by the manufacturers as to its utility, in

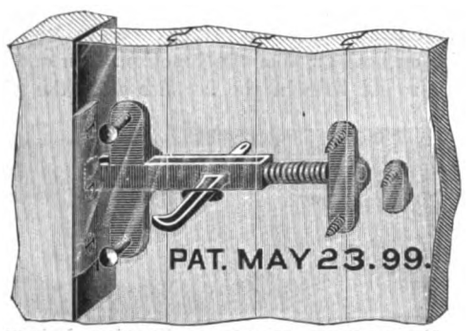


FIG. 1.—PERFECTION SPRING DOOR LATCH.

addition to the reference made above, they state that being on inside of door it is protected from the weather, and cannot be affected by snow or ice. It is self fastening. All that is necessary is to give the door a gentle push, when it catches at once, either shut or open. It is so constructed that the door may be opened from either side, thus saving time, avoiding the necessity of going around to the other side to open it. The hands do not have to be emptied to close or fasten the door or gate. It is so constructed that the door can raise or sag fully two inches, and yet the latch remain in perfect working order. Should the door be left partly open, and a high wind rise, the first time it goes either shut or open it

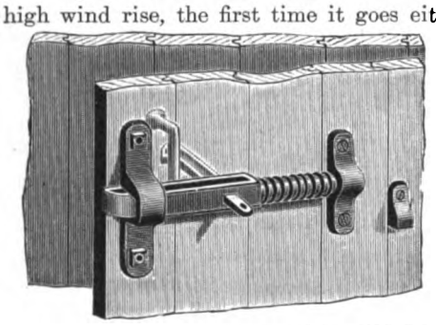
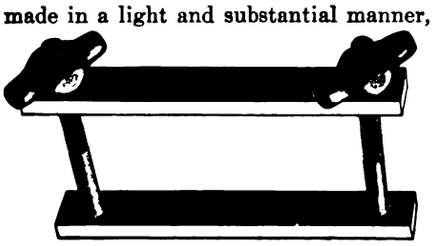


FIG. 2.—PERFECTION SPRING DOOR LATCH.

fastens, consequently saving it from risk of being broken or torn from the hinges. It is calculated to be a desirable article for the purpose designed.

Founders' Flask Clamps.

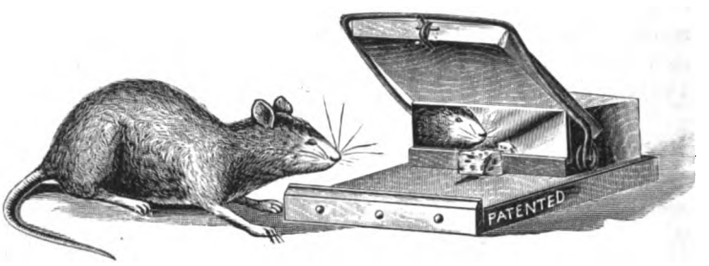
The R. Bliss Mfg. Co., Pawtucket, R. I., in connection with their various specialties manufactured in wood to be sold to Hardware dealers, also manufacture a few special appliances that are not usually found in the general trade. Among these are the Brass and Iron Founders' Flask Clamps, an illustration of which we give herewith. The pattern selected, as will be noticed, is a very desirable one, and while made in a light and substantial manner, will be found especially strong and durable in use. They are made in four sizes, running from 1 1-2 inch screw clamps, with an inside measurement of 15 x 18 inches; 1 1-4 inch, with an inside measurement of 13 x 16 inches; 1 1-8 inch, with an inside measurement of 12 x 15 inches, and 1 inch, with an inside measurement of 10 x 12 inches. The manufacturers state that other sizes will be made to order if so required.



FOUNDERS' FLASK CLAMP.

The Mirror Trap.

The Mirror Trap Co., of Detroit, Mich., and Windsor, Ont., are placing upon the market a novelty in the shape of a rat and mouse trap that presents selling features which ought to commend them to the Hardware dealer. There are so many rat and mouse traps on the market at the present time, that anything new in this line must present original

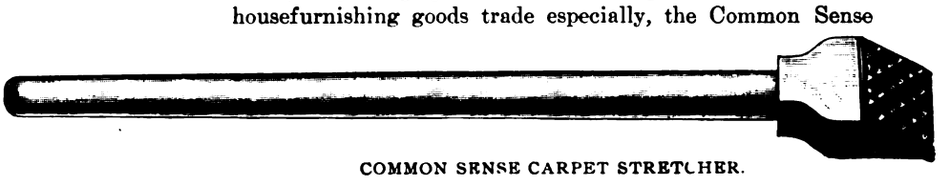


MIRROR MOUSE AND RAT TRAP.

and unique features to command attention. This trap, an illustration of which we give herewith, presents a number of special features to which the manufacturer calls attention. It is intended as a decoy trap, the mirror very successfully deceiving the vermin. When baited, the trigger is not exposed like other traps; even the springs and other working parts are concealed, and when set are not likely to arouse any suspicion on the part of the animal. They do not have to catch them in any particular place, wherever the snap strikes them they are caught. The traps never require to be covered when set. This trap will be found quite a novelty, which of itself assists in making the sale.

Common Sense Carpet Stretcher.

The Buffalo Specialty Mfg. Co., 375 Ellicott Street, Buffalo, N. Y., are placing upon the market through the Hardware and housefurnishing goods trade especially, the Common Sense

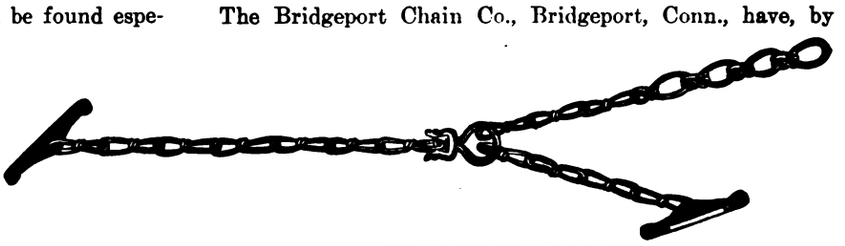


COMMON SENSE CARPET STRETCHER.

Carpet Stretcher, which we illustrate in this column. This is an entirely new device in its line, and is claimed to surpass anything ever presented to the trade for this particular purpose. It is made of solid hard wood, very nicely finished. The end plate is of steel, with short projecting teeth or points. These do not project through the carpet so as to injure it in the slightest degree, but it enables a powerful hold or grip to be obtained, so as to enable any person to thoroughly and quickly stretch a carpet in a very complete manner, and one that compares favorably with and works more satisfactorily than many of the ordinary carpet stretchers now on the market. It is intended to be marketed at 25 cents each, the manufacturers allowing a discount sufficient to pay the dealer a very good profit at this price.

"Brown" Cow Ties.

The Bridgeport Chain Co., Bridgeport, Conn., have, by introducing the "Brown" Cow Tie, which we illustrate herewith, in the Ohio pattern, certainly done more to render unnecessary the importation of German cow ties than any other chain manufacturers contemplating this end. The "Brown" Cow Ties have become extremely popular in all parts of the country, and a great demand has already been established for them. Already in the year 1900 the manu-



THE "BROWN" COW TIE.

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facturers state that they have used one million feet of chain expressly for this branch of their business. The twist is claimed to be as strong as the welded chain, and infinitely better and more reliably made than is possible with welded connections, and is constructed with every possible care in order to avoid any possibility of chafing the animal. Every part is made from the best grade of steel, and by their improved patented weldless processes. They are made in the usual customary sizes, running from 0 to 4-0, and are made in the Ohio pattern with two toggles or with toggle and snap, also made in the open and closed ring patterns, with toggle or with snap. Dealers not familiar with this important specialty will find it advantageous to ask for samples of the same. The manufacturers gladly supply canvassers' samples on application. We should gladly have *Hardware* mentioned when applying for the same.

The Rollman Potato Cutter.

The illustrations which we present herewith have reference to a new machine manufactured by the Rollman Mfg. Co.,

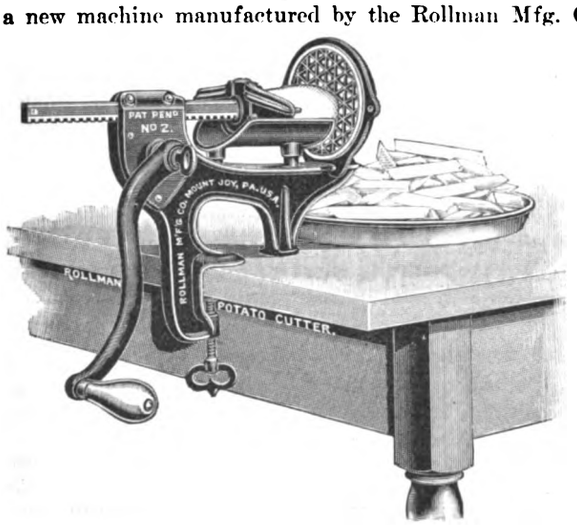


FIG. 1.—ROLLMAN'S POTATO CUTTER.

Mt. Joy, Pa. It is made in several sizes suitable for family, restaurant, or hotel use, weighing 7 to 9 pounds respectively. The larger size is also furnished with a flying wheel for hotel and restaurant use, being furnished with pulleys attached for power when desired. In use the gear and rack are operated by a crank to push the potato against and through the cutter. The rear of the potato rests against a rubber cushion in order to prevent injury to the knives. The cutters, illustrations of which are shown in Fig. 2, are interchangeable, and are attached to the machine by a wing nut. The two styles shown indicate the julienne and French fry cutter. One each of the cutters accompany each machine. The operation of the machine is very simple, being clearly illustrated in the engraving, Fig. 1. The cutters have blades of the best tempered steel, ground to a sharp and

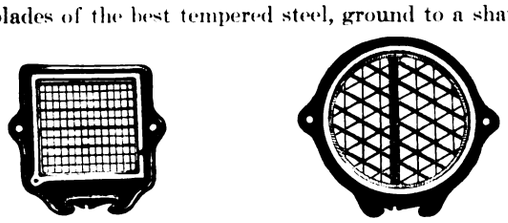
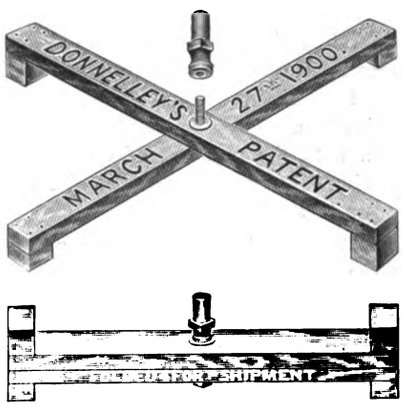


FIG. 2.—POTATO-CUTTING FORMS.

uniform edge, and are so interwoven and braced with each other that twisting is impossible. The company state that the new machines are strong and neatly made, being superior to their original 1898 styles. They also explain that no strength or skill is required to cut potatoes rapidly into uniform and various styles. They explain that the center of the cutters is supported by a heavy iron beveled bridge, capable of sustaining a pressure of five hundred pounds and more. The machines are finished in japan with gold ornamentation. All parts are interchangeable, so that when required new cutters or any other parts can be readily replaced.

Donnelly's Christmas Tree Holder.

John Donnelly, Branford, Conn., is manufacturing the Christmas Tree Holder which we illustrate herewith. It is designed for general use, and is simply constructed, and yet strong and durable for the purpose. The principal feature



FIGS 1 AND 2.—DONNELLY'S CHRISTMAS-TREE HOLDER.

of the holder is that it can almost instantly be applied, with the use only of a hammer. As will be noticed in Fig. 1, it is made of wood, the dimensions of the strips being 24x1 3-8x 3-4 inches. The iron socket, shown in the upper part of Fig. 1, is hollow, and sharpened with the bevel on the inside, being 11-16 inches in diameter. This is driven one inch into the butt of the tree, and fastened by a machine bolt 1-4 inch size, which holds the two arms of the frame together, and can be screwed into the socket by merely turning the arm. One of the principal points made by the manufacturer is that any tree can be screwed in this way with no danger of splitting. At the same time a perfectly upright position, sufficiently rigid for that purpose, can readily be given to the tree. The tree holder is finished in green, and presents a very neat appearance. They are made so as to ship economically by freight, as they can be collapsed or folded, as is shown in Fig. 2, making a very compact package for shipment, the desire of the manufacturer being that the trade generally will retail them at 25 cents, from which retail price a very liberal discount price is given to the trade, which will be given on application. The holders are thoroughly packed in strong cases, 100 in each case, and to those unfamiliar with the style and merit of this appliance, the manufacturer will send any Hardware jobber a free sample, and also an extra socket driven in a small portion of a tree, in order to show its proper construction. The manufacturer has been long known as making a fine quality of telegraph linemen's climbers, prices and samples of which will be furnished upon request.

Advertising is an art; that everybody knows; and never so much an art as in these days when as much careful work is done in writing advertisements as in writing editorials. But advertising is also a science. A high authority says: "Advertising should be planned on the presumption that it is going to be permanent." That is a scientific statement. It means that advertising should be systematic, and not sporadic; that it is a distinct feature and department, and should be so administered. Announcements now and then cannot bring a train of steady benefits. They may do for spurt sales, but when the sales run their course they are forgotten. —*Indianapolis News.*

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REVIEW OF THE MARKETS.

Hardware: While the volume of trade may be said to be sufficiently encouraging so far in the Fall season, it is scarcely up to the highest anticipations of the sanguine workers. The indications point to a conservative business being done during the month, with the prospect of greater activity being manifested during October, but the promise of a busy time after election up to the holidays.

Builders' Hardware: There has been a recent revision of prices by the leading manufacturers of Builders' Hardware by which reductions are made on the Standard or Classified lines. Prices now in effect are by comparison on a parity with those prevailing July 26, 1899.

Wire Nails: The business in wire nails continues to improve in its steady demand, but with no change in the current quotations. More anxiety is exhibited by buyers in getting prompt deliveries.

Quotations may be named as follows, f. o. b. Pittsburgh, terms 60 days or 2 per cent. off in 10 days:

To jobbers in carload lots	$2.20
" less than carload lots	2.25
To retailers in carload lots	2.30
" less than carload lots	2.40

New York prices remain as heretofore:

To retailers, carload lots on dock	$2.48
" less than carload lots on dock	2.55
Small lots from store	$2.60 to 2.65

Cut Nails: There is but little indication of there being any large stock of this staple in the dealers' hands, an average demand being noticeable. Prices are still held as previously quoted, f. o. b. Pittsburgh, terms 60 days, 2 per cent. off in 10 days:

Carload lots	$1.95
To jobbers in less than carload lots	2.00
To retailers in less than carload lots	2.10

New York prices remain the same, the following quotations representing the market:

To jobbers in carload lots on dock	$2.13
" less than carload lots on dock	2.18
To retailers in less than carload lots on dock	2.31
Small lots from store	$2.30 to $2.35

Barb Wire: A fair business only for domestic trade is reported in this principal staple. Prices remain as previously quoted. Quotations for domestic trade remain as follows, f. o. b. Pittsburgh, net cash 60 days, or 2 per cent. discount for cash in 10 days:

To jobbers in carload lots, Painted	$2.50
" " Galvanized	2.80
To jobbers in less than carload lots, Painted	2.55
" " " Galvanized	2.85
To retailers in carload lots, Painted	2.60
" " Galvanized	2.90
To retailers in less than carload lots, Painted	2.70
" " " Galvanized	3.00

Ellwood and Baker Wire is 5 cents and Washburn & Moen Glidden 10 cents per 100 pounds higher than the prices above named.

Plain Wire: The demand continues regular for Plain Wire, and a conservative business is noticeable, affected somewhat by the lessened requirements of the manufacturing interests. Current quotations remain, however, as previously established, f. o. b. Pittsburgh, terms 60 days, or 2 per cent. discount for cash in 10 days:

	Base sizes. Plain.	Galv.
To jobbers in carload lots	$2.15	$2.55
" less than carload lots	2.20	2.60
To retailers in carload lots	2.25	2.65
" less than carload lots	2.35	2.75

Above prices are for the base numbers, 6 to 9. The other numbers of Plain Wire and Galvanized Wire take the several advances noted in the following table:

PLAIN FENCE WIRE ADVANCES (CATCH WEIGHTS.)

Nos.		Galvanized.
6 to 9	Base	$0.40 extra.
10	$0.05 advance over base	.40 "
11	.10 " " "	.40 "
12 and 12½	.15 " " "	.40 "
13	.25 " " "	.40 "
14	.35 " " "	.40 "
15	.45 " " "	.75 "
16	.55 " " "	.75 "
17	.75 " " "	1.00 "
18	.85 " " "	1.00 "

Shovels, Spades and Scoops: At the regular quarterly meeting of the manufacturers of Shovels, Spades, Scoops and Ditching Tools, which was held in New York September 13th, no changes were made, the prices prevailing since the previous quarterly meeting being reaffirmed.

Ice Skates: The manufacturers of Ice Skates recently have made an agreement to advance the price of Skates, to take effect October 15th, the net advance being approximately 7 1-2 to 10 per cent. This was made necessary by the increased cost of material and the fact that a higher scale of wages has increased costs to the extent indicated.

Braided Sash Cord: The sustained advances in the price of cotton have begun to affect quotations of its several products, cotton sash cord having been advanced 2 cents a pound over previous quotations.

Cordage: The Cordage market is by no means in a brisk condition; in fact, on Manila it is very quiet, and not encouraging. The following quotations represent the market at the present time:

	Pounds. Cents.
Manila, 7-16 inch and larger	10
" ⅜ inch	10½
" ¼ inch and 5-16 inch	11
Sisal, 7-16 inch and larger	6½
" ⅜ inch	7
" ¼ and 5-16 inch	7½
" Lath Yarn, Medium and Coarse	6½

Linseed Oil: Dean Linseed Oil Co., under date of Sept. 21, quote as follows:

In lots of less than 5 barrels.....64 cents per gallon.
In lots of 5 barrels or more.....63 cents per gallon.
The five barrel price only applies to deliveries of that quantity at one time
Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 76 cents per gallon.

THE BALTIMORE TRADE.

The delightful change to cool, bracing weather has awakened the trade from the lethargy into which they had fallen through the influence of the hottest Summer on record, and now many merchants are visiting the city and purchasing their Fall stock, which in most cases embraces a little of everything seasonable, while the volume of goods moving is represented in ammunition, guns, shovels, oyster knives, stove pipe, axes, wood saws and cutlery. Collections show a decided improvement, and give a feeling of confidence and tone to business. Political agitation is not a disturbing element at present, and there is a quiet feeling along the line that all will be well, and that there will not be a change in the administration for the next four yours. The reaffirming of prices for the balance of the year by the Shovel Association recently is very gratifying to those purchasing their goods outside of the Trust, and who have stock on hand. The gentlemen who have enjoyed the shovel cinch for nearly five and a half years ought to feel that they have had about enough of a good thing, and that it is a really bad thing to force the consumer to continue indefinitely the enormous prices he is compelled to pay for same. It is perhaps not generally known that the Fork Association have a committee who handle some jobbers that have been jobbers for a half century, and expect to be jobbers for another half century, in a manner that does not reflect the most credit upon their

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wisdom or justice. It is to be hoped that they will soon rectify their faults as there is a day of reckoning for all industrial sinners. Baltimore citizens deeply feel the sad affliction visited upon Galveston, Houston and other parts of Texas, and have not only extended their heartfelt sympathies, but are vigorously working for and cheerfully contributing to a fund to be sent to their relief. We are anxious to contribute if only a little towards the alleviation of the suffering which we learn there exists, for it is our wish at all times to lend a helping hand to any locality in distress.

H. W. WEBB & SONS.

THE PITTSBURGH TRADE.

We were agreeably surprised to find from reports of the first two weeks of September sales a very handsome increase over the corresponding weeks of 1899. The extreme heat during this time held back orders for seasonable goods; hence we did not expect this result. We are now favored with a touch of real autumn weather, thermometer in the 40s, which will sell Fall goods rapidly. We regret to see that the shovel manufacturers and The American Steel & Wire Co. have reaffirmed existing prices. We regard these items as too high, and believe a reduction would have been more healthful for the trade. However, for the present we are in the hands of those who control the output, and must submit. These goods are being handled by jobbers without profit. Manufacturers generally throughout this section are fully employed, though at low prices, compared with last year. Bituminous coal operators are greatly pleased at the prospect of a large and growing export trade.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

The Iowa Hardware Jobbers' Association will hold their regular quarterly meeting at Des Moines on the 19th inst. Mr. Tredway, secretary, states that important matters will be presented for discussion, and urges a full attendance.

County fairs have interfered with business to some extent, but so far we have not heard of Hardware merchants closing their stores to attend a political rally; in fact, everybody seems to be too busy just now to take much interest in politics. Iowa is a sort of a jug handle State politically anyway.

Prices on staple goods are firm, and wire nails, barbed wire, plain wire, fence staples, etc., etc., are difficult to obtain; demand continues greater than the supply.

Crops harvested are good, and corn in this great corn belt is safely beyond the reach of frost; the yield will be large.

The hand-to-mouth policy of buying still prevails, and, of course, this policy is always an advantage to the local jobber. Small orders for assorting-up-purposes are usually placed with the nearby dealer.

The long-continued hot season is at last broken, and we now have favorable weather for business and golf.

SICKELS, PRESTON & NUTTING CO.

THE COLUMBUS TRADE.

The hot weather was broken by the remnant of the disastrous Texas storm, and the change is very acceptable, as it has been the hottest August that has ever been experienced. Unfortunately no rain preceded the change in the atmosphere, and it is too dry for seeding. Very little wheat has been sown, and it is useless to put wheat into the ground until rain comes. The corn crop is unusually good, and a large acreage is being harvested.

Trade is good and the demand for wire and nails is heavy, and mills are not able to make very prompt shipments. Axes are scarce, and it looks as though there will be a shortage. The demand for lanterns is not heavy, as most dealers bought very liberally last year, before the advance, and have a good many carried over. Skate orders are not numerous or large. The very sharp advance keeps buyers from placing orders early, and any skates carried over will be cleaned up close before merchants will buy any more than sizes that were entirely sold out last year. Builders' Hardware is in better demand than at this time last year. Prices on a number of



lines are down pretty close to 1898, and a few articles are lower than in 1898, when price of raw material is considered, bolts and tacks for example. Manila and sisal rope and fodder yarn have been on the down grade, while cotton and hemp goods are stronger. The outlook for a good Fall trade is good, and it is hoped politics will not interfere with business. One thing is encouraging, and that is the absence of street-corner-politicians that were such a nuisance four years ago, but there is a good reason for that, as people are too busy this year to listen to some would-be "know it all."

THE SMITH BROS. HARDWARE CO.

THE ST. PAUL TRADE.

This has been our busy month, so far. We have recently had in St. Paul the most successful State Fair ever held, the exhibits in cattle and fruit astonished every one, and all have come to the conclusion that Minnesota can raise better stock than any warmer climate, and that raising apples and plums is just in our line. St. Paul took care of the crowd in excellent shape, and, although we had thirty to thirty-five thousand strangers to find beds for at night, we were able to do so by a little crowding.

Our store was visited by hundreds of customers, and while sales may not have been in proportion to callers, still the sales made were very satisfactory, and personal interviews with our customers always pleasant.

Business in general continues good, but we are anxiously looking for a solid and steady market, and will feel relieved when all goods have found their proper level.

C. W. HACKETT HARDWARE CO.

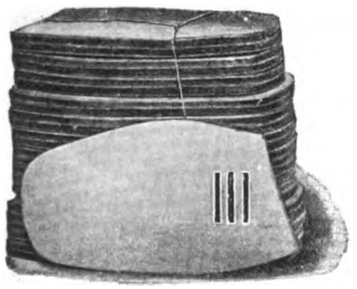
THE MINNEAPOLIS TRADE.

The first week in the month was State Fair week, and thousands and thousands of people were in the Twin Cities, coming from Minnesota, North and South Dakota, Northern Iowa and Western Wisconsin. All trains for days were running full, bringing people to the Fair. Elegant weather prevailed, which was fully appreciated and taken advantage of by visitors as well as our citizens. The Fair proved a great success in every way. It was a good thing in giving people an opportunity to come to the cities for a little change and recreation, and without doubt was instructive. Certainly, the merchants, hotels, restaurants, railroads and street cars were the gainers. They were all doing a land office business.

Trade since about the 15th of August has been steadily improving. We had two months rather dull business. Prices somewhat demoralized on many staple articles, and we think without just cause, for we believe generally manufacturers' prices are pretty well established until the close of the year. The crop situation is about the same. There is an unmistakable shortage, and it is going to hurt seriously in many sections, but there will be an immense amount of money distributed in the States tributary to Minneapolis for this season's crop, enough to make good business.

W. K. MORISON & CO.

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THREE-BAR LEATHER
shoe-soles and top-lifts (for heels) are the best.
Write us; we'll give you points.
Baxter Schenkelberger & Co,
350 Congress street, Boston.

THE NASHVILLE TRADE.

Trade conditions have not been as satisfactory so far as for the same period last year. Continuous rains throughout the months of June and July, in connection with the downward tendency on some lines, gave business a setback from which it has not fully recovered. Merchants are very chary about placing Fall orders, and are buying only for their immediate wants, naturally very much reducing the volume of business.

We are pleased to note, however, that with the strong upward tendency in the price of cotton and a better feeling among the country merchants, that the orders are more frequent and larger, and while we cannot hope to regain what we may have lost, yet we have good grounds on which to base our hopes that the future may hold for us more than the past, and for that reason we are not feeling so very bad after all. One very great thing which never fails to demoralize business is the Presidential election, and this year it is coming good and strong. When that is over we look for a return of peace and prosperity. H. G. LIPSCOMB & Co.

THE SAN FRANCISCO TRADE.

From the jobbers' view point steady orders for all sorts of things for Alaskan and Government account are preserving this market from even the semblance of dullness, hence local wholesalers report themselves very well satisfied with the state of trade. Likewise also is heard the voice of satisfaction all along the line of retailers; no word of dissent from the general remark that trade here has been unusually good throughout the Summer, and that the Fall bids fair to turn out equally brisk.

According to reports from railroad officials and coast steamship lines upward of one hundred and fifty-five thousand people availed themselves of the 50 per cent. off transportation rates opportunity and came here from all over the State to participate in California's four days' jubilee, ending on the morning of the 13th instant. For the outfitting of this demonstration in honor of the State's semi-centennial Admission Day anniversary all of the city's Hardware dealers were liberal contributors to the fifty-thousand-dollar contribution the festival management asked for and received. And it proved a most satisfactory investment, the merchants say, since our country friends, who came to the celebration, enlivened things wonderfully.

The principal casualty in connection with the celebration is thus referred to in a local paper: "L. H. Kohn, a Polk Street Hardware merchant, and prominent member of the San Francisco and Oakland Retail Hardware Association, one of the special aids to Grand Marshal Costello, was thrown from his horse at Washington Street and Van Ness Avenue. He was taken to the Receiving Hospital, where it was found that he sustained a laceration of the scalp." At this writing, one week after the serious mishap, Mr. Kohn is reported improving and out of danger.

The trade is now prominent in this city as subscribers to the Galveston relief fund, Vice-President A. A. Watkins, of the W. W. Montague Hardware Co., now being actively devoted as one of the Governor's appointees as a member of "California's State Relief Committee for Galveston's Sufferers."

Traffic officials of the Southern Pacific and Santa Fe lines, with the jobbers of Los Angeles on one side and the jobbers of San Francisco on the other, are not relishing their position. The president and secretary of the Associated Jobbers of Los Angeles, and C. C. Reynolds, of the Harper-Reynolds Hardware Co.; Mr. Scheller, of the Union Hardware & Metal Co., and prominent representatives of other trade lines, were recently here and have filed with the Railroad Commissioners a complaint against the two transportation companies, charging both roads with discriminating against the city of Los Angeles. The claim is made that San Francisco is given a better rate into the San Joaquin Valley than is Los Angeles, and the jobbers of the southern city ask for an adjustment of rates on a mileage basis.

S. J. Dean, a prominent uptown Hardware and mechanics' tools dealer, is now conducting a successful "fire sale," having been a few days ago next door to being burned out. This charter member of the local retail Hardware association is one of several who report trade the past month and a half very considerably better than during the same period last year.

Oscar F. Sites, president of the San Francisco and Oakland Retail Hardware Association, and secretary and manager of the Palace Hardware Co. of this city, was the subject of local newspaper notice the past week. The occasion was his silver wedding anniversary, at which celebration, on the 10th instant, there were represented four generations of the families of Mr. and Mrs. Sites, the eldest being the Hardware merchant's mother, who is in her 90th year, and the youngest, a two-month-old grandchild of the couple.

TRADE PRESS ASSOCIATION.

THE GRAPHITE INDUSTRY.

The tendency of business from a graphite standpoint is toward a prosperous Fall season.

In every department of its manufacture there is profitable activity, and as the months close there is the same array of figures to show increase of sales over the corresponding months of 1899. The percentage of "hurrys" in every mail indicate that there has not been much stocking up on the part of jobbers, a fact which the reports of our traveling force corroborate.

Of course our business is not a pulse or thermometer of general trade, because graphite is so needful in its various forms that it is about one of the last necessities the manufacturer or merchant will forego. Yet there are other indications which come our way, as collections are not backward and there is a great deal of inquiry for quotations of large lots.

Prices are firm and with no indication of a change. Our new factory is ready and the handsome new power house is in the last stage of completion, and steam will be up before the 1st of October. This will give us largely increased facilities, and we confidently expect that it will no more than meet our prospective requirements. JOSEPH DIXON CRUCIBLE CO.

Consul Schuman writes from Mainz, August 20, 1900:

A German export journal calls attention to the fact that iron bedsteads are being successfully introduced in North Syria. In 1899, about 3,750 iron bedsteads were imported at Berut from Birmingham, England. The selling price was about £2 10s. ($12.16) for each bedstead.

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STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN., U. S. A.

Improved Carpenters' Tools.

SOLD BY ALL HARDWARE DEALERS.

Doing a Large Export Business.

We recently called at the works of the Nicholson File Co., Providence, R. I., and found them particularly busy with their export business, the shipments to foreign countries frequently exceeding in a day's business those for domestic consumption.

It is found necessary to reinforce and otherwise arrange the individual file boxes to insure their safe arrival under favorable conditions of transportation, the outer cases being braced and iron-strapped. Their methods in handling these foreign shipments, not only in the packing department, but throughout their factories, offices, selling departments, and all, are the result of accumulated experience acquired by the observation of their export travelers, and, apparently, the great care taken in these particulars is appreciated by those abroad.

At the time of the writer's call the shipping room was just despatching a 24-ton shipment to a concern in Russia. Almost every city in Europe is represented by orders, and Australasia and Africa, the Orient and the Spanish-American States show a generous sprinkling. Through their London office and warehouse 700 customers, at present on their books, are served. Twenty-four governments use these files. The last month's shipments exceeded in volume those of any previous month in the company's history.—*Machinery.*

"How do you get even with contributors for sending more stuff than you can publish?"

"I publish more stuff than people can read."

Hardware

— AND —

Housefurnishings.

Union Auction Co.
(WHOLESALE)
92 Walker Street, N. Y.

The only house having....

Weekly Trade Sales

of Housefurnishings and Hardware.

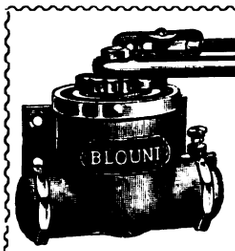
Consignors

can avail themselves of our services. Quick returns.
Also Storage Space to let. (Reference.)
Can furnish Spot Cash Buyers for

Job Lots, Stores, Etc.

ORNAMENTAL GATES AND FENCES
• ARTISTIC DESIGNS •
CAT'LOG FREE
DOW WIRE WORKS CO
LOUISVILLE, KY.

Try Mugford's Half-Tones,
WOOD CUTS AND ELECTROTYPES.
"You See them Everywhere."
A. MUGFORD, Engraver and Electrotyper,
HARTFORD, CONN.
New York Office, No. 120 Liberty Street.



The only House in U. S. who handle Door Checks exclusively as a livelihood.



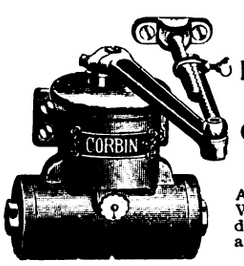
TEL. CALL, 1754 CORTLANDT.

74 Murray St., New York, U. S. A.

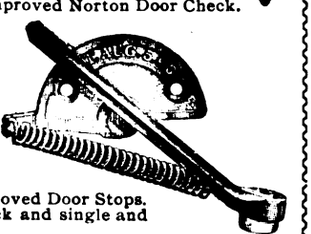
HENRY PEARL & SONS,

Sole Agents for the Improved Norton Door Check.

Wholesale and Retail Dealers in the



Norton, Blount, Corbin, Eclipse, Columbia Door Checks and Springs, etc.



Also have on sale all the latest improved Door Stops. We repair every kind of Door Check and single and double-action Spring Hinges that are repairable, at short notice.

THE BROHARD DOOR STOP.

TWO MORE VICTORIES WON.

In addition to the victories previously reported, Mr. J. S. FANNING again demonstrates the superiority of L. & R. SMOKELESS, at

SWANTON, VERMONT,
July 4 and 5. General average for entire shoot, 98 $\frac{3}{10}$ per cent. HIGH GUN.

NARRAGANSETT PIER, R. I.,
Inter-state Tournament, July 11 and 12. General average for entire shoot, 94 per cent. HIGH GUN.

Do Not Forget the World's Record, Utica, N. Y.
June 5th to 8th, ***231 Consecutive Targets in Open Competition for Money, Without a Miss.***

Mr. FANNING'S continued victories should make all sportsmen stop and consider. His load is:

U. M. C. "Acme" or Winchester "Leader,"
(¾ base). 2¾ in., 40-1 ¼; 7½ch. (factory load).

LAFLIN & RAND POWDER CO.
99 Cedar Street, New York City.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Adena, Ohio.—Mr. Lupton.

Creston, Neb.—Wm. Wenk.

Currie, Minn.—W. R. Gardner.

Elberton, Ga.—Elberton Hardware Co.

Farmington, Conn.—A certificate of the organization of the Parsons Lumber & Hardware Co. has been filed with the Secretary of State. The capital stock is $16,000, divided into shares of $100 each. The subscribers are John S. Parsons, Luke A. Parsons and Daniel Mason.

Granite City, Ill.—Bischoff Bros.

Greenville, Tenn.—John M. Jones Hardware Co.

Lamar, Ark.—Cazort Bros. & McGehee.

Lockport, N. Y.—The Fred. D. Morris Co. has been incorporated to deal in Hardware. Capital, $7,000. Directors: Fred. D. Morris, Minnie E. Morris and M. Jennie Wicker, Lockport.

Newton, Mass.—Barber Bros.' Hardware Co. has been incorporated to do a Hardware business. Capital, $6.000. Incorporators: E. W. Gay, J. W. Barber, G. A. Aston.

Oshkosh, Wis.—T. W. Kienast, 278 Main street.

Perrysburg, Ohio.—William Schlect.

Riceville, Ia.—George Hancock.

Scranton, Pa.—M. E. Flaherty, Burke building, Pittston ave.

Seguin, Tex.—The Seguin Hardware Co. has been incorporated. Capital stock, $20,000. Incorporated by Charles E. Tips, Fred Hellig, J. B. Cookenbos, Edgar L. Gerhard of Seguin, and John H. Bond, Jr., of San Antonio.

Wall Lake, Ia.—E. B. Curry.

Changes and Improvements.

Alloway, N. J.—Senator Richard C. Miller of Salem county has disposed of his Hardware and lumber business to Freeholder John F. Ayres.

Bellaire, Mich.—The Antrim Hardware Co. are erecting a large two-story warehouse for the accommodation of their growing business.

Boonville, Ind.—J. F. Rickrich has bought the L. Eckstein stock of Hardware and groceries, and will continue business at the same place.

Brookston, Ind.—The Hardware firm of Burget & McConnell has been dissolved, Mr. Burget buying his partner's interest.

Clinton, Ill.—W. W. Newman has sold his interest in the Hardware and implement business of Bailor & Newman to J. E. Bryant.

Elberton, Ga.—Bewley Hardware Co. have changed their base, and are now selling Hardware at Almond's old stand.

Emmetsburg, Ia.—Will Fenn has sold his stock of Hardware to R. Hanson, south of town.

Fayetteville, Ohio.—George T. Lake, the Hardware man, has moved to the south side of square, Boles building.

Hutchinson, Minn.—W. W. Sivright has purchased the Hardware stock of W. E. Sivright and will continue the business at the same stand in connection with his farm implement business.

Lafayette, Ill.—The Hardware firm of Fell & Hanks will now be known as Hanks & Pope, Mr. Pope of Clinton, Ia., having bought out the interest of Yed Fell.

Lampasas, Tex.—Fox & Mills are moving their stock of Hardware to the Harvey building, on west side of square.

Lexington, Ill.—The Hardware firm of George W. Hiser & Co. is now owned by George W. Hiser, Edward Campbell and Robert Gray.

Ludlow, Mo.—H. H. Igou has sold his Hardware store to Ed. Fink.

Marlette, Mich.—Arrangements have been made by which the Hardware business of the Thompson Hardware Co. has been transferred to G. P. Young and D. F. Hunter, of this place.

Marlin, Tex.—Rush Bros. & Gardner have moved into their new store with their Hardware and furniture stocks.

Mars Hill, Me.—H. A. DeLong has sold out his business to N. E. Parsons.

Milan, Mich.—K. P. Alderman has traded his Depot Hotel and restaurant for the Hardware stock of Palmer Bros.

Mt. Vernon, S. D.—F. Hatch has bought the Hardware building formerly owned by C. W. Hatch and occupied by Colby & Diehl.

Oakley, Mich.—F. W. Pierce, manager of the Owosso Hardware Co., has sold his Hardware business to William Eagan of Owosso, who has taken possession.

Oil City, Pa.—Eugene E. Seep and his brother, Arthur F. Seep, both of this city, have purchased the good will, stock and business of the J. M. Carson Hardware store, on Seneca street, in the Ivy Club block, and will hereafter carry on the business.

Pearl City, Ill.—The Kuhlemeyer Bros. have taken possession of the Knapp Hardware store.

Petersburg, Tenn.—The Hardware firm of Scott & Stallings has changed hands, R. L. Dyer purchasing the interest of Mr. Stallings.

Platteville, Wis.—A deal has been closed by which Edwin A. Biddick becomes possessor of the stock of James Allen.

Pomeroy, Ohio.—The Skinner Hardware Co. have begun the work of excavating for their new Second street building. It will be 25 feet wide, 80 feet long and three stories high, and will have a handsome iron front.

Rockford, Ill.—Haegg & Kuhlin, the Seventh street Hardware dealers, find their trade increased to such an extent that they have not room for the stock they wish to handle. They have determined to build a good sized structure on the rear of their store.

Business Embarrassments.

Akron, N. Y.—H. J. Bartlemus has closed his Hardware store.

Deerfield, Wis.—The Davis Hardware Co. of this place has been closed by Sheriff Kanouse of Madison, on attachments in favor of the American Steel and Iron Works and E. Bement & Sons. The assets are given as $2,000 and the liabilities as $1,000.

Elmira, N. Y.—Isaac R. Chapman, a Hardware dealer of South Main street, has petitioned to be adjudged a bankrupt. The petition sets forth liabilities to the amount of $8,110.97 and no assets.

Green Bay, Wis.—James J. St. Louis has filed a petition in bankruptcy, scheduling $1,285 of liabilities and no assets. He was a Hardware dealer.

Juniata, Neb.—M. E. Stoner, an implement dealer, has failed.

Mayfield, Ky.—Happy Brothers, Hardware merchants, have made an assignment. Their liabilities are given as $4,088.

Wellsville, O.—George L. Maple, the Hardware merchant of Main street, has made an assignment. The extent of the liabilities are not known. George Ridgley, A. C. Noble and Whalen Maple are taking an inventory of the stock. J. E. Paisley is the assignee.

Fires in Hardware Stores.

Cornwall, Ont.—Alex. Jarvo, Loss, $3,000.

Dassel, Minn.—J. M. Johnson.

Geyserville, Cal.—Haupt's Hardware store.

Onargo, Ill.—Paxton Hardware Co. Loss, $1,000.

Palestine, Ill.—Ritchie & Son.

Spring Green, Wis.—Sherwood Bros. Loss, $1,000.

Unionville, Mo.—Miller & Wentworth. Loss, $9,000.

Burglaries in Hardware Stores.

Cimarron, Kan.—Evans Bros., $200.

Denver, Col.—Shrock Hardware Co., revolvers, $100.

Friendship, N. Y.—Gould-Carter Hardware Co., revolvers.

Knoxville, Tenn.—C. M. McClung & Co., $500

Marine City, Mich.—Zimmerman Bros., $500.

Mulberry Grove, Mo.—Blankenship Bros.

Octavia, Neb.—Alexander & Rodman, $100.

Oneida, N. Y.—Chas. H. Conley, $25.

Rock Island, Ill.—J. T. Noitsker, $50.

Tracy, Minn.—D. H. Evans, guns.

Waverly, Wash.—C. A. Loy, revolvers.

Wewoka, Ark.—Seminole Hardware Co.

Worcester, N. Y.—Fitapence & Co., cutlery.

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REISCH'S

EMERY-WHEEL

Tool Grinder.

Foot Power.

Two Wheels, with Chain Attachments.

Sharpens or Polishes Anything.

Four Feet High.
Wheel, 6x1 Inches.

Fitted with Coarse Emery, Fine Emery, Quartz, Oil Stone or Grindstone Wheel—Our Own Make. Retails for **$8.00.** Liberal Discounts to Dealers. Sent on Ten Days' Trial.

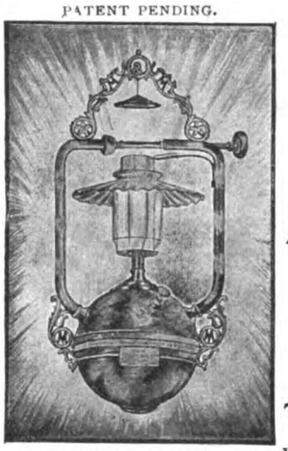


Buffalo Emery Wheel COMPANY,

30 Lock Street,

Buffalo, N. Y.

PATENT PENDING.



STORE LAMP.

THE

M. & M.

(TRADE MARK)

Arc Lamp

450 CANDLE POWER

Burns 12 to 15 Hours with One Filling.

PATENT PENDING.



STREET LAMP.

THIS is an air pressure lamp with overhead generator, which produces a light equal in brilliancy to any commercial arc. We do not claim more than our lamp will do, but leave it to those who see it to judge of its candle power and light-distributing qualities. We do not claim **100** candle power and give you **40**. Every lamp is guaranteed to do all we claim for it. It is made entirely of brass, of the heaviest gauge of any gasoline lamp made, and there is no reason why a lamp should not last for fifty years.

ABSOLUTELY PORTABLE.

Finished in Oxidized Copper. Presents a very handsome appearance.

It has been passed by Board of Underwriters without penalty. It is absolutely non-explosive. No smell; no smoke. You cannot only own your own gas plant, but electric plant as well, as our claims are not in excess of what we produce.

MARTIN & MOREHEAD, 53 W. Washington Street, CHICAGO.

Take Your Choice.

You "get your money's worth."

PETERS SHELLS.

IDEAL. A high-grade, rich cherry-colored shell. High brass reinforcement. Battery Cup, Peters No 3 Primer loaded with **King's Smokeless.** Highest velocity. Even pattern.

NEW VICTOR. Medium Grade. A beautiful green shell, brass reinforcement. Loaded with **King's Smokeless** A perfect load for Trap or Field.

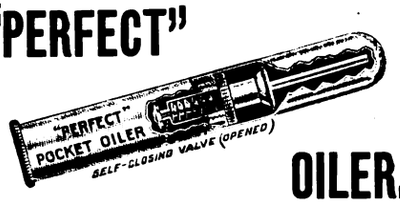
REFEREE. Any trap shooter or hunter now using black powder should try the Referee. Loaded with **King's Semi-Smokeless Powder.** It has all the advantages of Smokeless and costs but a trifle more than black powder loads.

LEAGUE. The King of all Black Powder Loads. They are loaded with specially selected material and are unexcelled.

THE PETERS CARTRIDGE CO.,
Cincinnati, Ohio.

EASTERN BRANCH:
T. H. KELLER, Manager,
80 Chambers St., - - New York.

"PERFECT"



OILER.

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The **"PERFECT"** is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. **Price, 25c. each.**

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

THE OGDEN AUTOMATICALLY REGULATED LIQUID DOOR CHECK and SPRING



"The Ogden Check" in Brief is

The only check that controls the door entirely.
The simplest and strongest check made.
Easily applied by anyone of ordinary intelligence.
Refilled with liquid, when necessary, through the filling chamber without removing from the door.
Positively regulated under all conditions and cannot leak.

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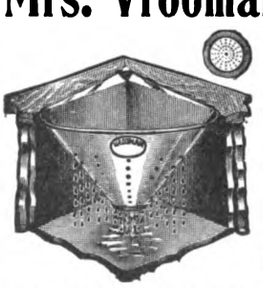
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Corry, Pa.—The Penn Radiator Co. has been chartered with capital stock of $100,000. Incorporators: Arthur T. Walter, W. K. Naylor and C. P. Rogers, of Corry; Thomas D. West of Sharpsville, and A. W. Williams of Sharon.

Detroit, Mich.—The Peninsular Tool Mfg. Co. has been incorporated with a capital stock of $25,000.

Detroit, Mich.—The Union Brass and Iron Works has been incorporated, to manufacture brass and iron goods. Capital, $10,000. Incorporators: L. Weinstein, B. W. Marvin, T. J. Sweeny, all of Detroit.

Fort Plain, N. Y.—Charles H. Burdick has fitted up work rooms over J. P. Grant's store, and is manufacturing sink cleaners, a five-cent article for housewives.

Glassport, Pa.—The structural work of the new American Ax and Tool plant has been almost completed, and roofing and siding are now in progress. The company expect to occupy the new works about December 15. Several hundred men will be employed at the start.

Oakland, Cal.—The Op-an-Clean Window Attachment Co. has been incorporated, with J. M. Thorp, Ross M. White, Lou C. White, H. L. Kemp, D. L. Lyon, Edward Stephenson and Ira A. Amar as shareholders. The capital stock is $20,000.

Oneida, N. Y.—A company has been organized within the past few days for the purpose of manufacturing steel pulleys. The capital stock is $75,000, and nearly all of it has been taken. The company has secured the old Oneida Carriage Works plant, and they are getting it into shape as rapidly as possible and hope to be able to commence operations in about 30 days. It is said that the company will employ about fifty men at the start, and increase the force from time to time as the plant is put into shape. At a meeting of the stockholders, which was recently held, the following were elected directors for one year: John Maxwell, C. Will Chappell, R. B. Downing, N. G. Stark, T. A. Devereaux, T. F. Hand, Jr., and Rhody Loher.

Penn Yan, N. Y.—L. D. West, of Dundee, and Mr. Minor, of Schuyler county, have leased a factory in Geneva, and will manufacture the West fuel saver.

Pittsburgh, Pa.—In November the American Steel & Wire Co. will begin work on three new furnaces on Neville Island. They will cost $200,000 each, and will make one of the most costly and complete blast furnace plants in the country. In December the company will begin the erection of the Bessemer converting plant, and next Spring the work of concentrating on the island the different wire and nail mills will begin.

Schenectady, N. Y.—The Hayes Grate & Mantel Co. has been organized in this city. It will erect a plant and manufacture iron grates and mantels.

Springfield, O.—The Fairbanks Tool Co. is the name of a new concern that is in full operation out at the East street shops.

Worcester, Mass.—The Nemo Heater Co. has been incorporated under the laws of Maine, with a capital stock of $1,000,000, for the manufacture of stoves and ranges, at Barber's Crossing.

Waterloo, Ia.—The Kelly, Taneyhill & Woodruff Co. has been incorporated, with a capital of $50,000. Henry Kelly, O. B. Taneyhill and F. E. Woodruff are interested in the new company, which is to manufacture well drills, tools of all kinds, machinery and supplies, and furnish raw materials from which they are made.

Wausau, Wis.—The Northwestern Flint & Sand Paper Co. have begun operations. Work on this mammoth institution, which covers a floor space of more than 37,000 square feet, was begun last May. The buildings erected are a two-story one, 40x200, another two-story addition 36x80, and a one-story building 30x80.

Changes and Improvements.

Anderson, Ind.—The Wilke Refrigerator Co. announce that the presidency and management of the works here will be taken on October 1 by J. S. Conwell, soon to retire from the Waverley Factory of the American Bicycle Co. at Indianapolis.

Batavia, N. Y.—The Wiard Plow Co. has started the foundation of a new building to be used for storage of iron.

Birmingham, Ala.—The Southern Nut & Bolt Works, which were closed down about two years ago, have been leased and will be started up as soon as possible.

Cleveland, O.—The Garland Foundry Co. has increased its capital stock from $50,000 to $100,000.

Dunkirk, N. Y.—The Dunkirk Radiator Works, having increased its capital stock from $100,000 to $200,000, will shortly enlarge its plant.

Elmira, N. Y.—The Clipper Chilled Plow Co. has gone into the hands of its creditors. This was made necessary on account of slow collections. The Chemung Canal Bank of that city has taken the keys and assumed possession. A meeting of the creditors of the company will be held and efforts will be made to resume operations.

Forestville, Conn.—The Taplin Mfg. Co., which has for a few years occupied a part of the Hubbell shop in the manufacture of light Hardware specialties, most of them being inventions of the secretary, C. A. Taplin, will discontinue business and the affairs of the company, which is a joint stock corporation, will be wound up. Mr. Goodrich, the president of the company, will continue the manufacture of some of the specialties in New Britain.

Hammond, Ind.—The former plant of the Lakeside Nail Co. at Hammond, Ind., has been leased to the Hammond Steel & Iron Co., a new corporation that expects to spend $50,000 in remodeling the plant for the manufacture of bar iron by a new process. The capital is $300,000. John B. Briggs of Cleveland is president of the corporation and A. F. Seeberger of Chicago is the treasurer. The land of the nail company contains twenty-six acres, and the plant cost $300,000. The new manufacturers expect to employ 300 men and to have a daily capacity of 100 to 150 tons of product.

Kansas City, Mo.—Application has been made in the circuit court for the appointment of a receiver for the Victoria Zinc Mining Co.

Knoxville, Tenn.—The American Handle Co. plant in this city is to be enlarged by the absorption of the Harrisburg Handle Works of Bristol. Both have been run under the same management, but it has been considered advantageous by the management to move the Bristol plant here and consolidate it with the larger plant. The removal will not take place until October.

Le Roy, N. Y.—The plant of the Le Roy Plow Co. is being increased and new buildings added.

Recent Fires.

Iowa City, Ia.—The Crescent Mfg. Tool plant has been burned to the ground. The cause of the fire is unknown. The loss is total, being fully $75,000. The company had just installed a wire manufacturing plant, with a capacity of twenty-four tons daily, and it was intended to begin drawing wire the following week. The insurance is slight.

New Orleans, La.—A fire in the building of the Fairbanks Scale Co. in Canal near Camp street, swiftly destroyed the building and all its contents.

Miscellaneous.

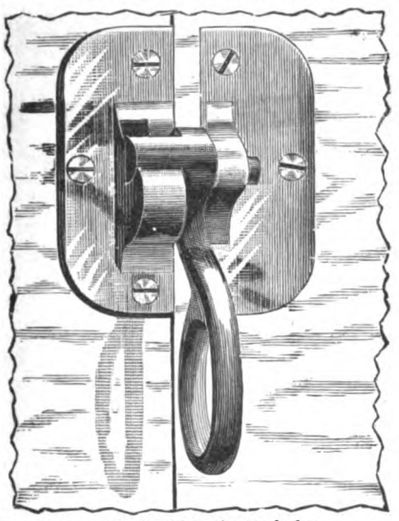
New York, N. Y.—Safford A. Crummey has been elected secretary and treasurer of the Doebler Mfg. Co., which has a factory at Middletown, Conn., and offices at 258 Broadway, New York. Hardware specialties are manufactured. Mr. Crummey will have charge of the New York office.

Pittsburgh, Pa.—The Pittsburgh Stove & Range Co. held its annual business meeting at its offices, 909 Liberty avenue, recently. The election of directors resulted as follows: C. H. Bradley, J. D. Nicholson, J. F. McKee, L. W. DeHaven, A. M. Neeper, G. W. J. Bissel and John S. Graham. The board organized by electing Mr. Bradley president, Mr. Nicholson vice-president and Mr. Graham secretary and treasurer. Mr. Nicholson succeeds W. T. Bradberry as vice-president of the company, Mr. Bradberry having retired. Messrs. DeHaven and Neeper are new members of the board of directors. The affairs of the company were reported as in a prosperous condition.

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The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use

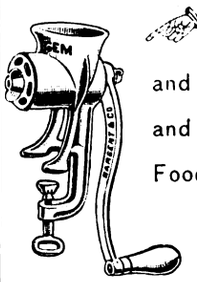


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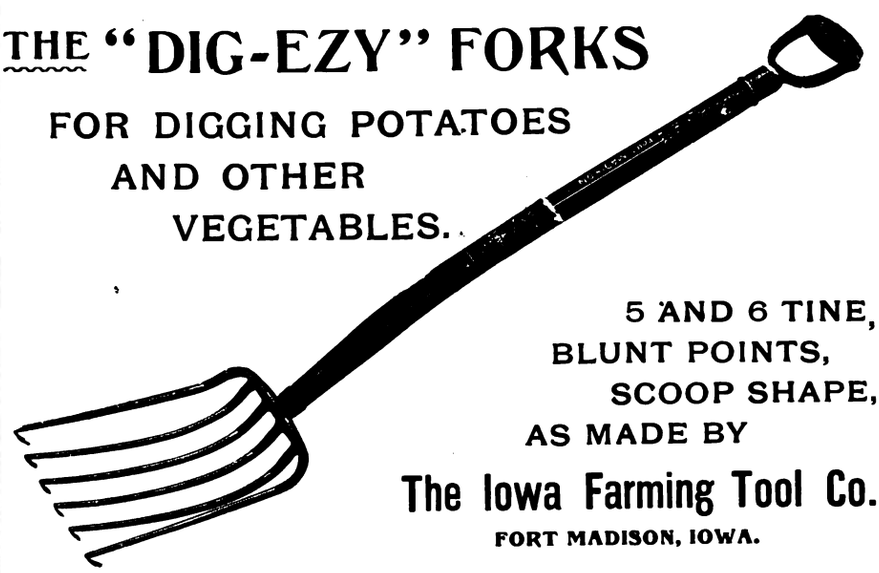
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SCOOP SHAPE,
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The Iowa Farming Tool Co.

FORT MADISON, IOWA.

TABOR STOP MOTION COUNTER.

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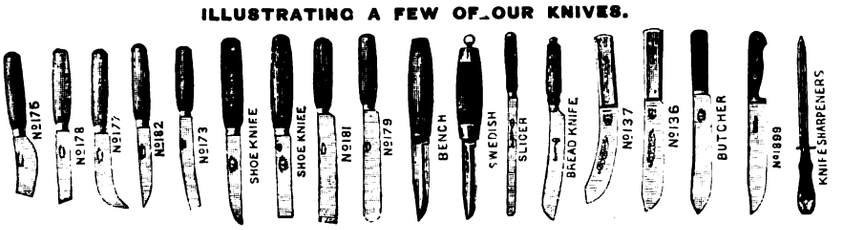
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Bay City, Mich.—William R. Newcomb, Astor House block, repairing.

Bay Shore, N. Y.—Hardy & Truax have formed a partnership in the bicycle business.

Boston, Mass.—The Boston Specialty Co. has been incorporated, with $150,000 capital, to do a general tire inflator business. Incorporators: G. W. Wilson, R. W. Jackson, E. R. Metcalf, all of New York, and A. Metcalf and J. Abbott.

Niles, O. — The Columbian-Morgan Handle Bar Co. has been incorporated, with $500. Directors, Chas. W. Morgan, E. C. Brainard, W. H. Foster, Myron L. Arms and C. H. Kilburn.

Portland, Ore.—A. A. Unruh, 236 Main street.

Provincetown, Mass.—Peter Rogers, repairing.

Trenton, N. J.—Grieb Brothers, the manufacturers of rubber goods near Southard street, on the canal, will start to build a big sporting goods factory shortly near their present building. The firm will manufacture all kinds of sporting goods, and have George Dyson, the present superintendent, to take charge of the factory when completed.

Waltham, Mass.—The Waltham Motor Carriage Co. has been incorporated, with $300,000 capital stock, $500 paid in; to manufacture and deal in automobiles, bicycles and electric goods. The officers are: President, W. A. Ingraham, of Lowell, Mass.; treasurer, Robert B. Johnson, of Waltham, Mass.

Weymouth, Mass.—J. F. Kilham, branch of Beverly, Mass.

Windsor, Ont.—A company for the manufacture of a new handle bar for bicycles has been organized here. E. W. Rider, Detroit, president; O. K. Thompson, treasurer; S. B. Best, Windsor, secretary and manager.

Yonkers, N. Y.—William Shirve of 29 North Broadway, has begun the manufacture of bicycles on his own patents.

Changes and Improvements.

Bloomington, Ill.—Chas. McKay succeeds Charles Flora.

Columbia, Ind.—W. A. Tulley succeeds J. C. Kester.

Fairmont, Ill.—Laughlins & Akers succeed B. F. Dougherty.

Fitchburg, Mass.—J. A. Joslin has removed to Freeman Block.

Hamburg, Pa.—It has been learned from good authority that the Wilhelm Bicycle Works, which was at one time one of Hamburg's greatest industries, and one of the best equipped bicycle works in the State, has been sold to New York parties. The new firm will manufacture automobiles. A part of the vehicles will be manufactured in Reading.

Harriman, Tenn.—T. C. Farnham is advertising his business for sale.

Hartford, Conn.—Rieckel & Lyman have discontinued.

Hartford, Conn.—The Billings motor carriage, which has been manufactured for the patentees by the Billings & Spencer Co., has been sold to the American Bicycle Co. All the patent rights, drawings, patterns and tools, together with the models in the Billings & Spencer Co.'s factory were transferred to the bicycle concern. The patents for the motor carriage were owned by Frederick C. Billings, Lewis Parker and Charles T. McCue.

Hinesburgh, Vt.—William Andrews has removed to Burlington.

Holyoke, Mass.—J. Wilson & Co. have dissolved.

Kellogg, Minn.—Geo. Butler succeeds Ed. McDonough.

Knoxville, Iowa.—F. R. Brackney succeeds Brackney Bros.

Lakeport, N. H.—H. A. Rublee, Union Avenue, has closed.

Leon, Iowa.—T. E. Horner succeeds Wallace & Horner.

Lewiston, Me.—The V. S. Darling Bicycle Co. has removed to 15 Court Street.

Macomb, Ill.—Albert Lindsey succeeds J. A. Smith.

Marion, Ind.—The Marion Cycle Works closed down for an indefinite period recently, throwing 250 men out of work. B. F. Burk, a part owner of the property, is quoted as saying that, the time having come when most all the large manufacturers of bicycles must transform their plants into other industries, the Marion Cycle Co. is already investigating for the purpose of making some other product.

Marion, Ohio.—Geo. Drollinger succeeds Geo. Blum, Main Street.

Medway, Mass.—Chas. Mervin, Clough's Block, has closed.

Millville, N. J.—William Breeden has closed.

Mont Ida, Kan.—T. Foster & Son have sold out.

Newark, N. J. — Receiver Frederick F. Guild is offering for sale the plant of the Stockton Mfg. Co., and invites correspondence on the subject. He lays emphasis upon the fact that the plant is well adapted for making the parts for automobiles and other machines of this kind.

Ottawa, Ill—The Ottawa Cycle Co. (not inc.) has sold out.

Poultney, N. Y.—J. Keech is erecting an addition to his repair shop.

Red Lake Falls, Minn.—Franz R. Freund succeeds R. J. Bullan.

Riegelsville, Pa.—Norman N. Bean has removed to the Bean Block.

Salem, Mass.—Achorn & Deacon, Essex Street, have closed.

Santa Rosa, Cal.—Draper Bros. have removed to Sebastopol.

Scio, N. Y.—S. N. Crandall succeeds J. J. Crandall.

Shelburne, Vt.—I. P. Mallette succeeds J. Lefevre.

Springfield, Mass.—Frank Hill, Worthington Street, has removed to Providence, R. I.

Stamford, Conn.—F. S. Ambler, Main Street, has closed.

Stillwater, N. Y.—A. J. Wood has sold out.

Stryker, Ohio.—Beucler & Nofzinger have sold out.

Syracuse, N. Y.—B. C. Algie has closed out his business.

Toledo, O.—N. M. Church has sold out his interest in the business of Eager & Church to his former partner, and will devote his entire time and attention to the business of representing the Snell Cycle Co. The bicycle business of Eager & Church will be merged into the other business of E. G. Eager & Co., and conducted by that firm from now on.

Westfield, Mass.—Carrying out plans which the American Bicycle Co. has in view will make Westfield one of the most important bicycle centers in the country. The Lozier plant at Toledo will be installed here at once. The American Bicycle Co.'s plant at Thompsonville, Conn., has already been consolidated with the company's local factory. The company will also make Westfield a distributing depot for several well known wheels in the East. A large clerical force will be centered at Westfield.

Yonkers, N. Y.—Louis A. Guinzberg has sold out.

Recent Embarrassments.

Buffalo, N. Y.—In the case of Beak & Craves, dealers in bicycles and bicycle sundries, F. F. Rick has been appointed trustee.

Columbus, O.—The Ohio Cycle Co. has been placed in the hands of a receiver. The action was taken at the instance of the American Cycle Co., who hold a note for $2,864, and who claim that the firm is insolvent.

Rivers, Ind.—James E. Ruggles has filed his schedules in bankruptcy with Referee Swigart. He has been engaged in the bicycle and Hardware business, and his schedule shows that he has no assets and $453 liabilities.

Recent Fires.

Port Huron, Mich.—Warren Buckner, loss $50; no insurance.

Winnipeg, Man.—J. McLean, Portage avenue.

Recent Burglaries.

Buffalo, N. Y.—Century Cycle Supply Co., 1710 Seneca street; $50 worth of goods taken.

Buffalo, N. Y.—James McCrea, 1598 Bailey avenue; store broken into and sundries and fittings stolen.

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Columbian 1000-Shot Air Rifle.

Patented Oct. 24, 1893.



CHAMPION MODEL.

This Air Rifle possesses advantages over all the Air Rifles now on the market. The materials used in its construction are the best. The appearance and workmanship is far ahead of any other Air Rifle made. It has an adjustable sight it shoots stronger and more accurate, less liable than any other to get out of order, all parts are interchangeable. We think we have the right to claim this as the "Champion" of all Air Rifles. List, per doz., Enameled, $30.00; Full Nickel, $42.00.

——Write for Discounts to Trade.——

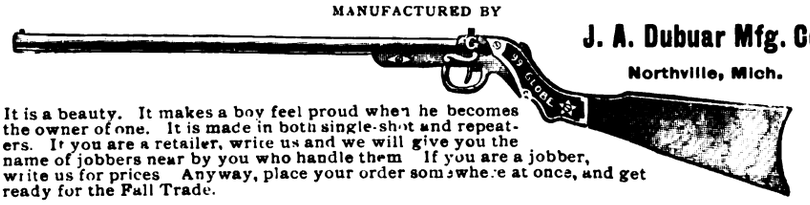
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THE CHAMPION SASH LOCKS



ARE UNEQUALLED IN MERIT, QUALITY OF MATERIAL, AND FINISH.



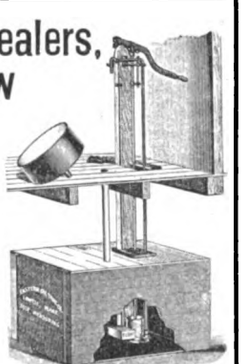
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All Outfits Warranted.

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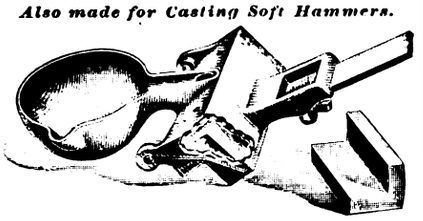
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Gasoline Motors,

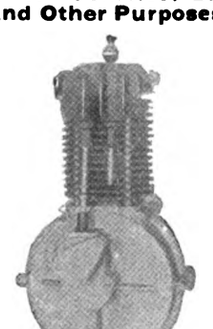
One to Seven H. P.

Single and Double-Cylinder Motors,

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Adapted for Vehicles, Launches and Other Purposes.

ADVANCE BICYCLE MOTOR.



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THE BEST FENCE.

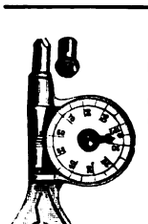


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Get our prices and Catalogue. . . .

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Manufacturers And Dealers In

Railway and Mill Supplies.

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SIGNS ENAMELED STEEL SIGNS for Transfer Wagons, Street Name Plates, etc.

PORCELAIN ENAMELED LETTERS

For Window Signs and House Numbers, Enameled Door and Number Plates for Public Institutions, Offices, Hotels, Boats, etc.

Catalogue and Discount Rate to Dealers.

A. V. TAYLOR & CO., Enamelers,

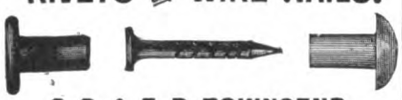
CINCINNATI, OHIO.

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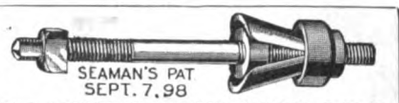


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RIVETS and WIRE NAILS.



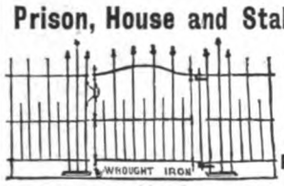
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D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the Inventor to overcome the great existing evil of a bolt slipping in its fastenings and the object has been achieved.
——SEND FOR PRICE LIST.——

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

Prison, House and Stable Work;



JOIST HANGERS; LAWN FURNITURE; FENCING, ETC.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

CUSTOM CASTING.

To order by Contract from Patterns on Hand or Furnished by Buyers. Overflow Orders from Large Foundries Solicited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of ***HELP WANTED*** *or* ***SITUATIONS WANTED*** *will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, *twenty-five cents per line.*

Help Wanted.

COMPETENT HARDWARE TRAVELER.—A thoroughly competent Hardware salesman wanted for the territory of Eastern and Southern Georgia. Must come well recommended and have an established trade. Address HARDWARE JOBBER, care HARDWARE, 275 Broadway, New York. 120

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in New England. Address, stating experience, etc., C. C., care HARDWARE, 275 Broadway, New York. 75

CUTLERY GRINDER.—An experienced pen and pocket-knife grinder, to grind and finish pocket-knife blades. Address A. BURKINSHAW'S SONS, Pepperell, Mass. 69

HARDWARE SALESMEN.—Experienced Hardware salesman for Greater New York to sell staple line of Hardware. Also salesman traveling New York State and one traveling New England States to take line, as a side line, on liberal commission. Address STAPLE, care HARDWARE, 275 Broadway, New York. 97

PUMP SALESMAN—Technically educated man of experience and ability as traveling salesman; must be energetic, and capable of handling large pump problems. Address X. care HARDWARE, 275 Broadway, New York. 87

SALESMAN.—First-class salesman wanted to sell special line to jobbing and best retail Hardware trade of New England. Line successfully introduced elsewhere, and to some extent in above territory. We prefer some one having a few other lines. Address "PROMPT," 414 West Water Street, Cincinnati, Ohio. F

SALESMEN to sell a fine line of goods to Hardware and implement trade. Big commissions. ULRICH MFG. CO., 112 River Street, Rock Falls, Ill.

TWO TINNERS, familiar with bicycle repairing, who can also assist as clerks. $20.00 per week for first-class men. Address Box 5, Durango, Colo. 70

Situations Wanted.

BUILDERS' HARDWARE—Energetic young man would like position; builders' Hardware or salesman, in or out of New York city. Fourteen years' experience. Best of references. Address Z. H., care HARDWARE, 275 Broadway, New York. 98

COMPETENT BOOK-KEEPER, can handle correspondence and office work in general, desires position with reliable house, with a view of growing up in the business. First-class reference. RELIABLE, 143 Montague Street, Brooklyn, N. Y.

Situations Wanted.

COMPETENT HARDWAREMAN, reliable, 22 years as buyer, eleven years present position, desires to represent one or more firms in New England. Address F. L. B., care HARDWARE, 275 Broadway, New York. 73

CUTLERY MAN, now off the road and in retail Hardware trade, has sold out, and desires to travel again for cutlery, general Hardware, or any first-class line, or would be house salesman. Address WM. A. STEWART, Denton, Md. 81

ENERGETIC YOUNG MAN, having four years' experience as a salesman and manager in the business, desires a position in a retail or wholesale house in city. Best of references as to character, ability and habits. Will start on moderate salary. Address PERMANENT, care HARDWARE, 275 Broadway, New York. B

EXPERIENCED ACCOUNTANT.—By a young man of nineteen years' experience in Hardware, stoves, etc., for himself. Speaks English and German, is an accountant, would accept any good position. Best of references. Address BOX 1105, Millheim, Pa. 118

EXPERIENCED HARDWAREMAN.—An ambitious young man would like a position as salesman (inside or road) with wholesale Hardware firm. Has had five years' experience. Can furnish best of reference. Address AMBITIOUS, care HARDWARE, 275 Broadway, New York. 66

EXPERIENCED MANAGER, eight years assistant-superintendent in a very busy factory (iron work), thoroughly familiar with handling shop orders, keeping stock, cost, time, etc., would take charge of packing or shipping department. Best references. Address J. H G., care HARDWARE, 275 Broadway, New York. 117

EXPERIENCED MANAGER.—Position wanted by an A1 Hardwareman, who means business, as manager of a retail Hardware store, or partner with party who has capital to invest, and wants a thoroughly experienced man to run business. First-class references given as to ability and character. Address S. H. F., care HARDWARE, 275 Broadway, New York. 84

EXPERIENCED PATTERN MAKER.—Position by an experienced and up to-date metal pattern and model maker, either at the bench or to take charge. Familiar with experimental work and the perfecting of inventions for manufacturers. Have several patentable articles in light hardware. Address PATTERN MAKER, 447 Norman St., Bridgeport, Conn. 76

EXPERIENCED SALESMAN desires position with retail Hardware or implement firm. Can furnish good references. Address Box 355, Forest, Ohio. 88

EXPERIENCED SALESMAN, traveled Washington, Maryland, Virginia and Philadelphia (Pa.) for twenty years, is open for engagement. Commission preferred. Best of references. Address BECKER, 928 N. Bond Street, Baltimore, Md. 124

EXPORT.—I would be glad to make a connection with any wholesale Hardware, mill supply, machinery, or agricultural implement house, or in fact any large house that does an export business, with the idea of developing their export trade, for which there is good opportunity at the present time. First-class experience and references. Adress H. F. F. care HARDWARE, 275 Broadway, New York. G

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Situations Wanted.

GENERAL MANAGER.—A middle aged German-American desires a position where ability in buying, selling, correspondence, bookkeeping and general management will be appreciated. A1 references as to character, honesty and ability from the best Hardware houses in New York City. Address WM. BRAUNSDORF, 382 Sixth Avenue, Brooklyn, N. Y., formerly of Braunsdorf & Gerstner, New York. 103

HARDWARE SALESMAN.—A young man would like a position a salesman, inside or out, with wholesale or retail Hardware house Can give good reference. L. H. P., care HARDWARE, 275 Broadway New York. 105

HARDWAREMAN.—A first-class Hardwareman, 29, single, with twelve years' experience in the business, including three years on the road, desires a position with responsible firm. Best references, including present employers. Address MOCK, Box 142, Atlanta, Ga. 95

HARDWARE CLERK.—Young man, with seven years' experience in general Hardware, building material and agricultural implements, desires a position with either a wholesale or retail house. Best of references. Address P. O. Box 326, Honesdale, Pa. 82

OFFICE ASSISTANT.—Situation as office assistant in wholesale house. Can furnish A1 reference as to character, etc. Salary, $6.00 week. Address J. E. K., care HARDWARE, 275 Broadway, New York. 100

SALESMAN.—A young man thoroughly conversant with genera Hardware desires position as salesman or clerk with a Hardware house. Best of references as to character, ability and habits. Address ENERGY, care HARDWARE, 275 Broadway, New York. 119

SALESMAN.—I would like to represent some wholesale Hardware house in North Carolina, South Carolina and Georgia. Five years experience inside; single; am a hustler, and been at it all my life; don't mind work; salary no object. Address "ROBERT," Box 262, Raleigh, N. C. 102

SALESMAN—A1 salesman, with sterling qualities, excellent ability and push, with correct habits, desires a position as traveling representative or district manager for some manufacturer of implements, vehicles or sewing machines. Can give unexcelled reference from trade. Address M. A., care HARDWARE, 275 Broadway, New York. 92

SHOP FOREMAN—Position as foreman on light machined Hardware. Familiar with modern methods of cheap production. Wide experience. American. References. Address L. L. L., care HARDWARE, 275 Broadway, New York. 86

SPANISH TRANSLATIONS and mercantile work, as consular invoices for Centro America, etc., during leisure hours. Terms very reasonable. Address PUERTO RICAN, care HARDWARE, 275 Broadway, New York. 107

STORE OR ROAD SALESMAN.—Wanted by thoroughly competent man a situation in store or on the road. Over fifteen years' experience in the Hardware and stove business. References. Address F. K. H., care HARDWARE, 275 Broadway, New York. 99

SALESMAN, now selling the Hardware and housefurnishing trades in the small towns of New York and New Jersey, is open to handle one or more good lines on commission. Metal lines preferred. Address IWANTA, care HARDWARE, 275 Broadway, New York. 112

SUPERINTENDENT.—Position as superintendent or assistant-superintendent by young man who thoroughly understands novelty and Hardware specialty manufacturing. Can design tools and special machinery. Address H. F., care HARDWARE, 275 Broadway, New York. D

TRAVELING SALESMAN, thoroughly acquainted with the jobbing and large retail trade of the United States and Canada, wants position with factory. Address H. C., Box I, Middletown, N. Y.

WANTED, by a man of fifteen years' experience in the Hardware and stove business, a situation as manager or clerk in Hardware and stove store. A town of good schools in North Carolina or Virginia preferred. Address D. D. HASKETT, Greenville, N. C. 111

YOUNG MAN, who has worked his way up from boy to charge of office of Hardware manufacturing firm, desires situation with firm manufacturing or handling light Hardware, where willingness and previous experience will count. Address LOCKS, care HARDWARE, 275 Broadway, New York. 110

Agents Wanted.

TO SELL THE "NULITE," our incandescent vapor lamp. Sells almost on sight. An excellent opportunity for the live Hardware dealer, or anyone else who wants to make money. Ask for catalogue and terms. Address CHICAGO SOLAR LIGHT CO., Garden City Block, Chicago, Ill. 116

WE GIVE exclusive territory to live Hardwaremen for the sale of our gasoline lamp. We are the first people to manufacture practical pressure gasoline lamps. Liberal terms. Write for particulars. Address MARTIN & MOREHEAD, 53 W. Washington Street, Chicago, Ill. 115

Side Line Offered.

COMMISSION SALESMEN, now on the road, to sell the R. W. & B. cork puller. Address JOY MFG. CO., 371 Fulton Street, Brooklyn, N. Y. 80

LIVE HARDWARE SALESMEN wanted to handle our line of "Simplicity" Incandescent Gasoline Lamps. Easy to sell. Carry a burner in your pocket. Liberal commissions. H. MERKEL, Broadway and Elm Street, St. Louis, Mo.

HARDWARE SALESMEN.—To handle as a side line our labor-saving device, advertised elsewhere in this issue of HARDWARE. Liberal commission to good men. We furnish free to our agents a perfect working model, pocket size, which will lift 500 pounds. Address, DEPT. C, BURR MFG. CO., Cleveland, Ohio. a

PUMP SPECIALTIES.—Salesmen calling on the Hardware trade can do well in handling an attractive line of specialties in pumps and other articles. For particulars, address TORRENT PUMP CO., Cleveland, O. a

TRAVELING SALESMEN WANTED to carry my electric searchlight as side line. Good commission allowed. Night police, physicians and livery men are sure buyers. Address E. G. BRUCLER, Stryker, Ohio. 78

TRAVELING SALESMEN, to sell emery and corundum wheels, as a side line, on commission. Address 79 Langley Avenue, Detroit, Mich. 83

Side Line Wanted.

TRAVELER, representing well-known factory, desires a side line, on salary or commission. Address HIGH GRADE, care HARDWARE, 275 Broadway, New York.

For Sale.

A STOCK OF HARDWARE. Will average about $5,000. Building, 30 x 70. 3 floors, brick, for $5,000. In a live Virginia town. Full particulars given on application. Address J. K. PENDLETON, Clifton Forge, Va. 85

RETAIL AND JOBBING HARDWARE BUSINESS in complete running order. An opportunity that seldom comes on the market. Capital chance given if bought immediately. Address GRISWOLD, MALONEY & CO., Elmira, N. Y. 114

Wanted to Purchase.

PLATING OUTFIT.—Second-hand plating outfit, complete; about 200 gallons. Address CRESCENT MANUFACTURING CO., Fremont, Ohio. 94

Agency Wanted.

WANTED.—An agency for a good heavy Hardware manufacturing company for Greater New York. Can give best of references. Address S. E. V., care HARDWARE, 275 Broadway, New York.

Agency Offered.

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, 275 Broadway, New York. a

To Rent.

THIRD LOFT, 25x100 FT., CORNER CHAMBERS AND CHURCH STS., in center of Hardware and bicycle trade. Steam heat, freight and passenger elevator. Modern. Terms reasonable. Address AMERICAN WRINGER CO., 99 Chambers Street, New York.

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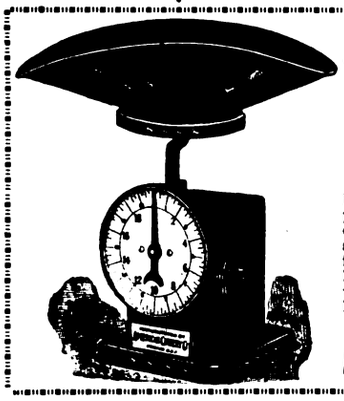
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TRUNK, BAG AND DOOR HASPS.
BRASS GOODS MANFG. CO.
102 Third St., BROOKLYN, N.Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
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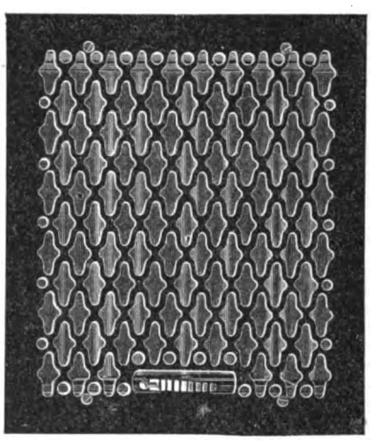
GET OUR PRICES BEFORE ORDERING

Mention "Hardware."



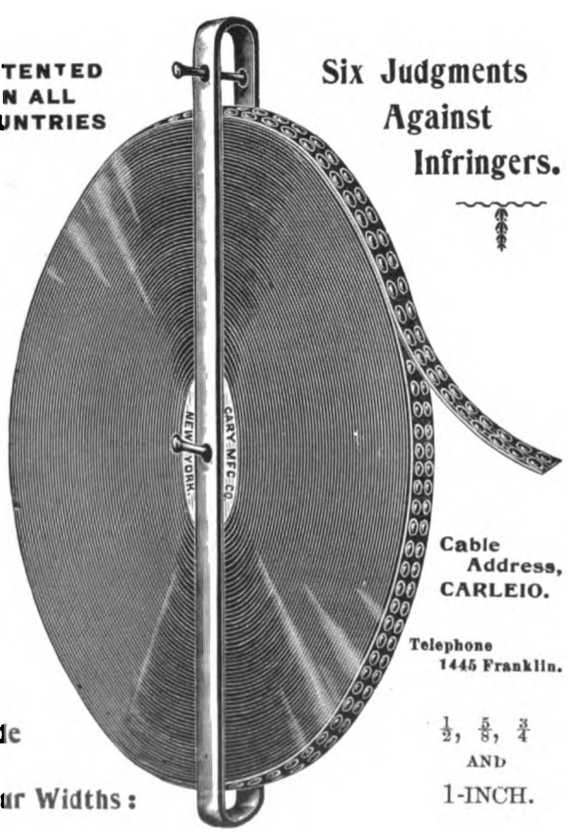
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YOUNG AMERICA SCALE.
It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial
BEST IN THE WORLD.
A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct
MANUFACTURED BY
AMERICAN CUTLERY CO., Chicago, Ill.

Sheet Steel
Registers and Ventilators.



Made of Sheet Steel.
ABSOLUTELY NON-BREAKABLE.
Excels all others in Strength, Air Capacity, Workmanship and Finish.
Full line of sizes.
Finished in various styles.
Let us tell you about them.
Catalog and Prices upon application.
The Canton Steel Roofing Co.
Manufacturers,
CANTON, OHIO.

CARY'S UNIVERSAL BOX STRAP.



CARY MANUFACTURING CO.,
19 and 21 Roosevelt St., New York.

ALL THE NEWS. HARDWARE HARDWARE EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."
It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.
Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.
For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.
It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.
It has just completed its **twentieth** volume and is consequently in no experimental stage, waiting to establish a subscription list.
HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.
. . . PUBLISHED BY . . .
THE HARDWARE PUBLISHING CO.,
275 Broadway, New York.
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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adzes—

House Carpenters, Ogden's, Ship Carpenters, Railroad — 50%

Ammunition—

CAPS, PERCUSSION—℔ 1000—

U. M. C. Co., trimmed edge....40c
U. M. C. Co., ground edge, heavy....50c
Musket, Waterproof, 1-10's....60c
G. D....35c

CARTRIDGES—

Rim Fire Cartridges....50%
Rim Fire Military....15%
Cent. Fire, Pistol and Rifle....25&5%
Cent. Fire, Military and Sporting....15&5%
Blank Cartridges, 22 cal....10&5%
Blank Cartridges, 32 cal....10&5%
Primed Shells and Bullets....15&5%
B. B. Caps, Round Ball....25&10%
B. B. Caps, Con. Ball, Swgd....net

PRIMERS—

Berdan Primers....5%
B. L. Caps (for Sturtevant Shells)....5%
All other Primers....10%

SHELLS—

First quality, 4, 8, 10 and 12 gauge....25%
First quality, 14, 16 and 20 gauge, $7.50....20%
New Club, New Rival and Climax brands, 10 and 12 gauge....33⅓&5%
Primrose Club....15%
Nitro....15%
High Ball....15%
Smokeless....33⅓&10%
Acme....33⅓&10%
Brass Shot Shells, 1st quality....60%
Brass Shot Shells, Club, Rival and Climax....65%

SHELLS, LOADED—

"New Club," Black Powder....40&5%
"New Rival," Black Powder....40&5%
"Smokeless" Nitro Powder, 40&10&10&5%
"Acme," Dense Nitro Powder, 40&10&10&5%
"Trap," Nitro Powder....40&10&10&5%

GUN WADS—℔ 1000—

B. E., 11 up....$ .60
B. E., 9 & 10....70
B. E., 8....80
B. E., 7....80
P. E., 11 up....1.00
P. E., 9 & 10....1.25
P. E., 8....1.50
P. E., 7....1.50
— 20%

SHOT—

Tatham Bros., List June 11, 1900: ℔ bag
Drop Shot, sizes smaller than B, 25-lb bags....$1.40
Drop Shot, sizes smaller than B, 5-lb bags....35
Drop Shot, B and larger sizes, 25-lb bags....1.65
Drop Shot, B and larger sizes, 5 lb bags....40
Buck Shot, 25-lb bags....1.65
Buck Shot, 5 lb bags....40
Chilled Shot, 25-lb bags....1.65
Chilled Shot, 5-lb bags....40
Dust Shot, 25-lb bags....2.10
Dust Shot, 5-lb bags....50

POWDER—

Laflin & Rand Powder Co.:

CANISTER POWDER—

	Each
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1 lb	.75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1 lb	.45
Orange Rifle "Extra," F, FF, FFF, in canisters of 1 lb	.25
F, FF, FFF, in canisters of ½ lb	.15
F, FF, FFF, in canisters of ¼ lb	.12

KEG POWDER—

Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25 lb	8.00
Nos. 1, 2, 3, 4, 5, in ½ kegs of 12½ lb	4.25
Nos. 1, 2, 3, 4, 5, in ¼ kegs of 6¼ lb	2.25
Orange, Special, Nos. 1 and 2, in kegs of 25 lb	5.00
Nos. 1 and 2, in ½ kegs of 12½ lb	2.75
Nos. 1 and 2, in ¼ kegs of 6¼ lb	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25 lb	4.00
F, FF, FFF, in ½ kegs of 12½ lb	2.25
F, FF, FFF, in ¼ kegs of 6¼ lb	1.25
Meal Powder, In kegs of 25 lb	4.00
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	2.65
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFF, in kegs of 25 lb	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25 lb	
Fourth of July Powder, In kegs of 25 lb	
Laflin & Rand Smokeless, 10-Can Drums	9.00
Single Canisters	1.00

Discounts on application.

CANISTER POWDER—

E. I. Du Pont De Nemours & Co.: In cases of 25 each.	Each
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1 lb	$ .75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1 lb	.45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of ½ lb	.80
Eagle Rifle and Superfine Sporting, in canisters of 1 lb	.45
Du Pont Rifle, Fg, FFg and FFFg, in canisters of 1 lb	.25
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ½ lb	.15
Du Pont Rifle, Fg, FFg and FFFg, in canisters of ¼ lb	.12

KEG POWDER—

Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 25 lb	$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 12½ lb	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in kegs, 6¼ lb	2.25
Du Pont Rifle, FFg, FFg, and "Sea Shooting" Fg, in kegs, 25 lb	4.00
Du Pont Rifle, FFFg, FFg and "Sea Shooting" Fg, in kegs, 12½ lb	2.25
Du Pont Rifle, FFFg, FFg, and "Sea Shooting" Fg, in kegs, 6¼ lb	1.25
"V. G. P." for Trap Shooting, in kegs, 25 lb	4.00
"V. G. P." for Trap Shooting in kegs, 12½ lb	2.25
"V. G. P." for Trap Shooting, in kegs, 6¼ lb	1.25
Choke Bore, Nos. 5 and 7, in kegs, 25 lb	5.00
Choke Bore, Nos. 5 and 7, in kegs, 12½ lb	2.75
Choke Bore, Nos. 5 and 7, in kegs, 6¼ lb	1.50
Mealed Powder, in kegs, 25 lb	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (A), C, F, FF, FFF, FFFF, in kegs, 25 lb	2.25
Mining and Blasting Powder, (B), C, F, FF, FFF, FFFF, in kegs, 25 lb	1 50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Shotgun Powder:	
Kegs, equal in bulk to 25 lb Black Powder	22.00
Half kegs, equal in bulk to 12½ lb Black Powder	11.25
Quarter kegs, equal in bulk to 6¼ lb Black Powder	5.75
Canisters, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 1, equal in bulk to 1 lb Black Powder	1.00
Du Pont Smokeless Rifle Powder No. 2, equal in bulk to 1 lb Black Powder	1.00
Du Pont U. S. 80 Calibre Smokeless Rifle Powder, per lb	1.25

Discounts on application.

Animal Pokes—

	℔ doz.
Iowa Farming Tool Co.:	
Hawkeye	$3.25
Western	3.75

Anti-Rattlers—

Fernald, Wire....50&10%
Burton's....50&10%
Gem....60%
Steel Drive....40%
Kobler's: ℔ gro.
Invisible, No. 3....$6.00
Perfect, No. 2....7.00
Bolt Holder, No. 1....9.00

Anvils—

American "Horse-Shoe"....9¾c
Armitage's Mouse Hole....9¼c
Cincinnati....25&10%
Eagle Anvils, ℔ lb 9c....15@15&5%
Hay Budden, Wrought....8¾c
Peter Wright's....9¾@10¼c
Samson....40&10%
Trenton....9c

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise....40%
Holt's....40@40&10%
Millers Falls (with drill), $18.00....15%

Augers and Bits—

Boring Machine....60@60&10%
Com. Auger Bits....60@60&10%
Cooks:
Augers....50@50&10%
Augers, Millwrights....45%
Auger Bits....50@50&10&5%
Car Bits....45%
Forstner Pat. Bits....25%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30....50%
Nobles Double Spur, No. 32....50&10%
No. 10 Extension Lip....40%
No. 10 Extension Lip Car Bit....40%
Car Bits, No. 10....40%
Car Bits, No. 30....50%
Ring Augers....70%
Jennings' Pattern....50&10%
Job T. Pugh's, Black....20%
Job T. Pugh's, Jennings Pat....35%
Snell's Ship Auger Pattern Car Bits....30&10%
Swan's:
Jenning's Pattern Auger Bits....60%
Jenning's Pattern Car....40%
Jenning's Pattern Machine....25%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames....25&10%
Bonney's Adjustable, No. 4, $24.00, 25@25&10%
Cincinnati Nos. 1, 2 and 3....25&10%
Douglass'....25&10%
Ives....25&10%
Millers Falls, Goodell....15&7½%
Swan's....50%
Universal, each $4.50....20%

EXPANSIVE BITS—

C. E. Jennings & Co....33⅓&5%
Clark's small, $18....50&10%
Clark's large, $26....50&10%
Ives' Model, ℔ doz. $60....50%
Swan's....50&10%

DOUBLE CUT GIMLET BITS—

Common....40&10@50%
Mayhew's Diamond ℔ doz. $1.25....40%
Swan's....40%
C. E. Jennings & Co....45%
Ladds....60&10%
Mayhew's....40&10%
Snell's....40&10%
Snell's Bell Hangers....50%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood, 40&10% for metal, 60%
Cleveland Wood Bits for Brace....50&10%
Detroit....50%
K. & F....60&10%
Morse....50&10%
Swan's, for wood....40&10%
Syracuse, for wood....40%

TWIST DRILLS—

Cleveland....60&10%
K. & F. Straight Shank....60&10%
Morse Straight Shank....50&10%
New Process....60&10%
Standard....60&10%
Standard Oil Tube Drills....15%
Syracuse....60&10%
W. & B. Diamond....60&5@60&10%
W. & B. Universal Self-Oiling....10%

SHIP AUGERS AND BITS—

L'Hommedieu's....15@15&10%
Snell's....33⅓&10%
Watrous'....33⅓&5%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad....40&10%
Handled Scratch....40&10%
Patent Peg....50%
Sewing, Com....88c@$1.00
Shouldered Peg....50%
Shouldered Brad....50%
Socket Scratch ℔ doz....$1.00
Stanley Rule & Level:
Handled Brad....30&10%
Patent Pegging....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7....50%
Ice Awls....55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15@15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles....33⅓&5%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50....30&10%

Axes—

First quality, best brands....$6.50@7.00
First quality, other brands....6.00@6.50
Beveled, add 25c. ℔ doz.

HATCHETS—

Hunt's Underhill's or Blood's....40&10%
Peck's:
Champion Blade....45%
Empire Brand....50&10%
Fayette R. Plumb:
Broad, New List....33⅓&2½%
Lathing....33⅓&5%
Shingling....33⅓&5%
Warehouse....33⅓&5%
Vulcan Tool Co....40&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc. — 50&5%
M. C. Ogden's:
Broad....40%
Shingling, Claw, etc....50%
Handled....40&10%
Boys....50%

Axle Grease—

Dixons' "Everlasting":
1-lb box....15
2-lb box....25
10-lb pail....$1.90
25-lb keg....2.75
50 lb keg....5.00

Balances—

Chatillon's:
Light, Class A....40&10%
Circular Balances, Class C....50%
Ice Balances, Class B....50%
Straight Balances, Class A1 and A2....40%
Large Dial, Class D....30%

Balances, Sash—

Pullman's....50&10@60%

Barn Door Hangers—

See Hangers.

Barrel Drainers—

National....30%

Beef Shavers—

Enterprise:
Japanned, each, $6.50....25@30%
Tinned, each, $7.50....25@30%

Bells—

HAND—

Extra Heavy Brass....60&10%
Light Brass....65&10%
Eastlake....60&10%
Pure Bell Metal....55%
Globe (Cone's Patent)....35%
Silver Chime....35%
White Metal....65&5%

DOOR—

Trip, Gem....40%
Alarm, Abbe's....40%
Alarm, Yankee....50%
Gong, Abbe's....40%
Gong, Yankee....50%
Lever, R. & E. Mfg. Co.'s....50&10%
Multi-Stroke....40%
New Departure....45@50%

COW—

Common Wrought....70%
Kentucky....70@70&10%
Kentucky, Sargent's List....70%
Texas Star....50%
Western, Sargent's List....70%

Bellows—

Blacksmiths'....60@10&5%
Hand....25&10%
Moulders'....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston"....50%
"Imperial," seamless, stitched....40%
Cleveland Rubber Co.:
Buckeye....60&10%
Shield High Grade....50&10%
War. 2 XL....40%

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....25&10%
Morrill's No. 1, $10.00 per doz.; No. 2, $11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell s Nos. 1 and 2, $3.00; No. 3, $3.00 ℔ doz.....25%
Miller's Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 500 ft. to lb.....8½c
Standard, 500 ft. to lb.....8½c
Manila, 600 ft. to lb.....11½c
Pure Manila, 650 ft. to lb.....12½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..℔ doz. $3.00.....33⅓%
Excelsior..℔ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy ℔ gro. sets.....$5.50
Forban's Improved Star Tenon ℔ gro. $1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever ℔ gr....$15.00
Merriman's Iron Lever ℔ gr.....9.00
Millers Falls ℔ set $1.00.....15&10%
Security Gravity ℔ gr.....$9.00
Washburne's Plate ℔ gr.....9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Chisholm & Moore Crane Load Blocks 15%
Cleveland Block Co. Steel...60&10@70%
Eddy's.....60&10@70%
Hartz' Steel.....50@50&10%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%
Regular Iron Strapped Blocks 60&10&10@70%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....66⅔@66⅔&15%
Wrought Square.....60@60&15%
Wrought Shutter, Standard list..40&10%
Wr't Sunk Flush, Sargent's list..50@50&10%
Wr't Sunk Flush, Stanley's list...45@45&10%
Wr't B. K. Flush, Com'n, Stanley's list.....50@50&15%
Wrought Spring, Sargent's.....75%

CARRIAGE, MACHINE, &C.—

Bolt Ends.....70@70&10%
Machine.....70@70&10%
Carriage, Common...60&10@60&10&10%
Norway Iron, list Oct. '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., $2.40 list.....70%
Sleigh Shoe.....50&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99...57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '96....72½%
Norway, Phila., list Feb. 26, '96....70%
Common, list Dec. 28, '99.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND PLOW—

Plow.....50&10%
R. B. & W. Plow.....50%
Stove, List Dec. 28, '99.....60%

MISCELLANEOUS—

Sink.....62½%

Bone Mills.

Enterprise.....25@30%
Stearns.....40%

Borers, Bung.

Enterprise.....25@30%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....25%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25@30%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Douglass'	$2.75	$3.38
Jennings'	3.00	3.75
Millers Falls		7.50 15%
Snell's, Rice's Pat..	2.75	3.00

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots, 20&10@20&10&10%

Braces—

Barbers'.....50&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....40%
Peck's (P. S. & W. Co.).....60@60&5%
Gen. Spofford's,.....50&10@60%

Brackets—

Door Screen.....60&10%
Shelf, Bradley's Patent.....75%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10@50&5%
Window Screen Corner.....60&10%
Reading, Plain.....60%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33⅓%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's.....25%

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....25@30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
I. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33⅓&5%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Cast Brass, Fast Joint.....40&10@50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10@50%
Wrought Brass, list Sept. '96....25&10%

CAST IRON—

Loose Joint.....70%
Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60@60&10%
Fast Joint, Narrow.....60@60&10%

WROUGHT STEEL—

List April 1, 1895.
Bronzed Inside Blind Butts..45@45&15%
Bronzed, Narrow.....45@45&15%
Fast Joint, Narrow, Fast Joint, Light Narrow, Fast Joint, Broad, Loose Joint, Loose Pin, Table Butts, Back Flaps, etc.....50&10@50&10%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....55%

Can Openers—

American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
No. 5, Iron Handle..℔ gross, $2.00@2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel..℔ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ℔ doz., $3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior,"...℔ doz., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....℔ doz.....80c
Socket.....℔ doz., $1.75@$2..0

Carpet Sweepers—

		℔ doz.
Bissell Carpet Sweeper Co.:		
American Queen	Cyco-Bearing	$27.00
Crystal		36.00
Gold Medal		24.00
Grand		36.00
Grand Rapids		22.00
Hall		60.00
Prize		24.00
Premier		24.00
Superior		24.00
Welcome		24.00
Club		54.00
Crown Jewel, Japan Finish		19.00
Crown Jewel, Nickel		21.00
Furniture Protector, Japan		22.00
Furniture Protector, Nickel		24.00
"Standard A," Japan		20.00
"Standard A," Nickel		22.00

Lots of 5 dozen, $1.00 per doz. less.

Goshen Sweeper Co.:	New Prices ℔ doz.
Goshen Junior	$9.00
Eureka	12.50
Champion	17.00
Our Leader	18.00
Unrivalled, Broom-Action, Jap.	18.00
Unrivalled, Broom-Action, Nic.	20.00
Star, Broom Action, Japan	19.00
Banner, Broom Action, Japan	20.00
Banner, Broom-Action, Nickel	22.00
Reliable, Broom-Action, Japan	20.00
Reliable, Broom-Action, Nickel	22.00
Rapid, Broom Action, Japan	20.00
Rapid, Broom-Action, Nickel	22.00
Select, Broom Action, Japan	20.00
Select, Broom-Action, Nickel	22.00
Easy, Cam Action, Japan	20.00
Easy, Cam-Action, Nickel	22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60@60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phœnix)...50&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....66⅔%
Sargent s.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50@50&5%
American Proof Coil, 1000-lb lots,

Inch.	Per lb.
3-16	$7.90
¼	6.00
5-16	5.00
⅜	4.15
7-16	4.00
½	3.90
9-16	3.80
⅝	3.70
¾	3.65
⅞	3.55
1	3.55

Less than cask lots, add 40c. ℔ 100 lbs.

Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co., Breast Chain, Covert Mfg. Co., Halter Chain, Covert Mfg. Co., Heel Chain, Covert Mfg. Co., Rein Chain, Covert Mfg. Co., Stallion Chain.....35%
Galvanized Pump Chain.....5½@6c
German Coil, list July 24, '97.60@60&10%
German Halter Chain, list July 24, '97 60@60&10%
Jack Chain, Iron.....50&10@60%
Jack Chain, Brass.....50&50&10%
Oneida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains, New List.....50@50&10%

COW TIES—

American.....85@40%
Niagara.....45@50%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....35%
Sisal.....20%

Chain Guards—

Aluminum S. & N. Co.....50%

Chain Hoists—

Moore's "Anti-Friction".....30%
Moore's "Direct".....50%

Cherry Stoners—

Enterprise.....25@30%
Family.....net ℔ doz. $4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Buck Bros.....30%
Charles Buck.....30%
Douglass, Mix, Ohio Tool Co., P. S. & W., Swan, Witherby.....70%
C. E. Jennings & Co, No. 70.....20%
Jennings & Griffin Mfg. Co.....70%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....20&10%
Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40%
Spear & Jackson's.....$5.00 to £
Tanged Firmers'.....40@40&10%

COLD CHISELS—

Good quality, ℔ lb.....18c@20c
Snell's Best C. S.....50%

Chucks—

Beach Patent, each, $8.00.....20%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each, $7.00.....25%
Syracuse, Balz Patent.....30%
Skinner's Patent Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, $8.50; No. 2, $12.50.25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%
Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame, Sargent's.....45%
Carpenter's, Cincinnati.....25&10%
Carriage Makers', Sargent's.50@50&10%
Carriage Makers', Stearns'..50@50&10%
Carriage Makers', P. S. & W. Co.40&10
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

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Cleaners, Sidewalk— ℔ doz

Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine, Each $15.00 net
New '98, Chicago ..... Each 8.75 net

TOILET

Chicago Flexible Shaft Co.'s: ℔ doz.
Mascot ..... $7.50 net
Monitor ..... 8.00 net
Stewart Pat ..... 9.00 net

Clips—

Norway Axle ..... 60&10&10%
Norway Spring Bar Clips ..... 60&10&10%
Superior Axle Clips ..... 60&10&10%

Coffee Mills—

Box and Side ..... 50@50&10%
Enterprise Mfg. Co ..... 25@30
Logan & Strobridge Co ..... net prices
National Specialty Mfg. Co 30%
The Swift, Lane Bros. Co 30%
Waddel's New Box Mills 10%
Ideal Brand, New List ..... 60@60&10%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses ..... 50&5%
Dividers 65%
Compasses, Calipers, Dividers. 70@70&10%
Copeland's Extension. 40%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%
Starrett's Fay's Patent Spring Calipers and Div ..... 25&10%
Wright's 33⅓%

Coopers' Tools—

Bradley's 20%
Barton's ..... 20@20&5%
Beatty's 33⅓%
L. & I. J. White ..... 20@20&5%
Sandusky Tool Co ..... 25&10@30&10%
Shaves, Cincinnati Tool Co.. 15@15&10%

Corkscrews—

Detroit Cork-Screw Co 33⅓%
Howe Bros. & Hulbert 40%
Humason & Beckley Mfg. Co.. 40&10%
Samson ..... ℔ doz $10.00
Williamson's 40%

Corn Hooks— ℔ doz

Kretsinger Cut-Easy ..... $3.00 net

Corn Knives and Cutters—

Bradley's ..... net
Wadsworth's ..... net

Countersinks—

Mayhew's Diamond 40%
Smith's 25%
Snell's 50%
Wheeler's Patent ..... 50&10%

Crayons—

Sargent's List 20%
Dixons: ℔ gro.
Eclipse $3.75
Emerald 5.00
Oriole 5.00
Rainbow 2.81
Solid 7.50

Curry Combs—

Fitch's List, Nov. 20, '96 ..... 25&10%
Kohler's ..... 30@35%
New York Stamping Co. List, Sept. 17, '97 ..... 40%
Perfect 40%
Rubber, ℔ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cycle Hangers—

Lane's ..... 33⅓&5%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Chapman Mfg. Co.'s New List:
Chain (full assortment) 40%
Leather (full assortment) ..... 40&10%
Pope & Stevens:
Brass 40%
Embossed ..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 50&10%
Home ..... 45&10@45&10&10%
Norton's ..... 50@50&10%
Ogden's ..... 33⅓@40%

Door Springs—

Champion (Coil) 50%
Gem (Coil), list Oct. '95 ..... 20%
Rubber, complete, ℔ doz. $5.50.45@50%
Star (Coil), list Oct. '95 ..... 20&10%
Torrey's Rod, 39 in., ℔ gro. $15.00
Torrey's Rod, 43 in., ℔ gro. 42.00
Victor, Coil ..... 50&10%

Drawer Pulls—

Sargent's List 60%

Drawing Knives—

Adjustable Handle ..... 25@25&10%
Bradley's 35%
Douglass ..... 70&10%
Jennings & Griffin 66⅔%
Mix ..... 70&10%
Ohio Tool Co ..... 70&10%
P. S. & W ..... 70&10%
Witherby ..... 70&10%
Watrous ..... 30&10%
L. & I. J. White ..... 20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools 50%
Bench, Manneers 66⅔%
Blacksmiths' 60%
Breast, Bartholomew's ..... 25&10%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00.15&10%
Clamp 20%
Ratchet, Billings' Double Acting.. 33⅓%
Ratchet, Ingersoll's 25%
Ratchet, Merrill's ..... 20@20&5%
Ratchet, Moore's Triple Act ..... 25@30%
Ratchet, Fletcher's 40%
Ratchet, Whitney's 50%
Ratchet, Weston's ..... 20@25%
Stearns' Bench 30%
Upright, B. & P 50%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1, $10.00; Adjustable No. 10, $12.00 ..... 33⅓%
Wilson's Drill Stocks 10%

TWIST DRILLS—

See Augers and Bits.

BLACKSMITHS'

Coe's 60%
Prentice 60%

Drug Mills—

National Specialty Mfg. Co 30%

Dust Beaters— ℔ doz.

Planet Mfg. Co., No. 1 ..... $3.00
Planet Mfg. Co., No. 2 ..... 4.00
Planet Mfg. Co., No. 3 ..... 5.00

Easy Lawn Swings— ℔ doz.

Ulrich Mfg. Co $85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, ℔ doz. 75 cts., ℔ gro. $7.50
Extra Family Size ..... ℔ doz. 2.00
Keystone 33⅓%
Spiral ..... ℔ gro. $4.25@$4.50
Standard Co.: ℔ gro.
Dover, No. 5 ..... $5 50
Dover, No. 10 ..... 7.00
Dover, Steel Handle, No. 10 ..... 7.00
Dover, Extra Heavy, No. 15 ..... 12.00
Rival 9.00

Emery—

Genuine Turkish Walpole Mills, No. 6 to 46, ℔ lb. ..... 10c } 20%
No. 54 to 150, ℔ lb. ..... 10c }
Flour, ℔ lb. ..... 8c }

Enameline— ℔ gro.

No. 4 ..... $4.50
No. 6 ..... 7.20

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ℔ doz.

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Wostenholm's ..... $3.25..10%

Faucets—

Brass Globe Cocks ..... 60@60&10%
Brass Racking ..... 60@60&10%
Compression Bibbs ..... 50&10@60%
Red Cedar ..... 40@40&10%
Red Cedar, bbl. lots 50%
Frary's Pat. Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "Buckeye," Metal Key 40%
John Sommer's "Rochester," Metal Key 50%
John Sommer's "Rival," Metal Key. 50%
John Sommer's "Crescent," Metal Key ..... 50&10%
John Sommer's "Diamond," Lock .. 40%
John Sommer's "Eclipse," Lock. 40&10%
John Sommer's "Union," Lock 50%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "Common," Cork Lined 70%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50&10%
Star ..... 60@60&5%

SELF MEASURING—

Enterprise ℔ doz. $36.00 ..... 40%
Lane's ℔ doz. $36.00 ..... 40&5@40&10%
National Specialty Mfg. Co 33⅓%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American ..... 70&10%
Arcade 70%
Derby ..... 75&10%
Disston's 70%
Disston's Superfine ..... 25@30%
Eagle 70%
Economy ..... 75&10%
Great Western ..... 70&10%
Kearney & Foot ..... 70&10%
Nicholson 70%
Nicholson's X. F. Files ..... 30@25&10%
Royal 75
Second Quality Files ..... 80&10%
Tiger 75%
Victor ..... 75&10%

IMPORTED—

Stube ..... Stubs' list, 30@33⅓%

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fish Scalers—

Covert's Saddlery Works: Great American ..... 60&20%
Fitch's ..... 25&10%

Fluting Scissors—

List 45%

Forges—

Boynton & Plummers 60%

Forks—

Steel Goods Association List, Aug. 1, 1899.
Barn or Ice Forks ..... 40&5%
Ballast or Stone Forks ..... 40&5%
Beet Forks ..... 40&5%
Coal Forks ..... 40&5%
Coke and Cotton Seed Forks ..... 40&5%
Hay Forks, Four Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Four Tine ..... 60&30%
Manure Forks, Four Tine 75%
Manure Forks, Five and Six Tine ... 70%
Grain or Barley Forks ..... 70&10&2½%
Heavy Mill, Manure or Street Forks. 75%
Oyster Forks ..... 40&5%
Potato Digging Forks 65%
Potato Scoop Forks 50%
Shaving Forks ..... 40&5%
Sluice Forks ..... 40&5%
Socket Hay Forks, Four Tine.. 66⅔&5%
Socket Manure Forks, Four Tine 70%
Socket Spading Forks, Four Tine, 70&5&5&2½%
Spading Forks ..... 70&5%
Stone Picking Forks 65%
Tanner's Forks ..... 40&5%
Hay Forks, Three Tine, Standard Size 66⅔%
Hay Header and Baler Forks, Three Tine ..... 67½&2½%
Hay Forks, Two Tine, Standard Size 65%

Fruit, Wine and Jelly Presses.

Enterprise ..... 25@30%

Fry Pans—

Acme Fry Pans ..... 70@70&5%
Burnished, regular goods .... 75@75&10%
Standard List ..... 70&10@75%

No....	0	1	2	3	4
℔ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....	5	6	7	8	
℔ doz.....	$6.00	$7.00	$8.00	$9.00	

Fuse—

Common Hemp Fuse, ℔ 1000 ft. $4.50 ..... 25%
Common Cotton Fuse, ℔ 1000 ft. $4.75 ..... 25%
Single Taped Fuse, ℔ 1000 ft. $8.00. 25%
Double Taped Fuse, ℔ 1000 ft. $10.00 25

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Boss, Screw Pitch 33⅓%
Clapboard ..... 25&10%
Marking, Mortise, etc.. 55&10@55&10&10%
Stanley's ..... 60&10%
Stanley's Chisel ..... 20&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Copeland Champion Bit, ℔ doz. $2.00 net
Stube' Wire and Drill 20%
Wire, Morse's 25%
Wire, P. S. & W., low list ..... 10 & 10%
Wire, Wheeler, Madden & Co 10%

Gimlets—

"Diamond" Gimlets, ℔ gr.. $4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%
Swan's, German Pattern ..... 40&10%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue ..... 25&25&10%
Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins 40%

Glue Pots—

Tinned ..... 30&10@40%

Graters—

Champion Nutmeg ..... ℔ doz. $9.00
Edgar's Nutmeg ..... ℔ gro. $10.50..10%
Enterprise ..... 25@30%
Rotary Nutmeg ..... ℔ gro. $9.00

Griddles—

Cronk's 70%

Grindstone Fixtures—

P., S. & W. Co ..... 50&10%
Russell & Erwin ..... 70&10%
Sargent's Patent ..... 70&10%
Stowell ..... 55&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ℔ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters 35%
Sisal Rope 20%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Atha Tool Co ..... 50&10%
Henry Cheney Hammer Co.:
Handled Claw ..... 40&10%
Machinists' ..... 50&10%
Humason & Beckley ..... 40&10%
Dunlap's Patent 35%
Magnetic Tack, Nos. 1, 2, 3, $1.25, $1.50&$1.75 ..... 40%
H. & B., Tack ..... 50&10%
Maydole's ..... 33⅓&5@40&10%
Peck, Stow & Wilcox 40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail. 33⅓&5%
Engineers and B. S. Hand. .. 50&10%
Y. & P., A. E. Nail ..... 33⅓&5%
Other Brands ..... 40&5%
Sargent's New List ..... 40@40&10%
Ulrich's Handy ..... ℔ doz. $8.00
Verree ..... 50&10%
Warner & Noble's New List 25%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb ..... ℔ lb 40c } 75@75&10%
3 to 5 lb ..... ℔ lb 36c }
Over 5 lb ..... ℔ lb 30c ..... 75&10%
Heavy Weights ..... 75&10%
Wilkinson's Smiths ..... 9½c@10c ℔ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute 35%
Sisal 20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ℔ doz., $15.00

Handles—

IRON, WROUGHT OR CAST—

Chest Handles, Sargent's ..... 50&10%
Chest Handles, Stearns' No. 1, Door or Thumb 80c. 70%

Nos.....	0	1	2	3	4
℔ doz....	$ .90	$1.00	$1.08	$1.35	$1.50

50&10%
Drawer Handles 60%
Ring Handles 70%
Roggin's Latches ..... 35@35&10%
Shelf Box Handles 65%
Trunk Handles 60%
Tub Handles ..... 60&10%

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STORE DOOR HANDLES—
Bronzed, with Cylinder Lock 50%
Bronzed .....50@50&10%
Japanned, with Nuts .....45&10%
Japanned, with Plate .....45&10%
Japanned, without Plate .....45&10%

DOOR PULL—
Bar .....60@60&10%
Barn Door .....50&10%
Chest and Lifting .....60@60&10%
Drawer Pulls .....50&10@60%
Plain B. M .....6@60&10%
Push Plates, Sargent's List 60@60&10%
Sash Pull Plates .....70&10%
Sash Pulls .....60&10&10%
Window Pulls 66⅔%

WOOD—
Auger, assorted .....₱ gr. $2.25@2.50
Auger, large .....₱ gr. 3.00@3.25
Auger, Douglass' Pat., ₱ set, No. 1, $1.0 ; No. 2, $1.40 .60&10%
Auger, Ives' Pat., No. 1 .....60&10%
No. 2 to 32⅛ 40%
Auger, Swan's Pat., ₱ set, No. 3, $1.00; No. 4, $1.25 .....25&10%
Brad Awl .....₱ gr. $1.75@$2 00
Chisel, Worcester, Leather Cap'd.. 1 50
Disston's Crosscut 50%
File, assorted .....₱ gr. $1.25@1.40
Firmer Chisel, Apple, assorted, ₱ gr. $2.25@2.50
Firmer Chisel, Apple, large, ₱ gr. $2.75@3 00
Firmer Chisel, Hickory, ass'd, ₱ gr. $2.00@2.25
Firmer Chisel, Hickory, large, ₱ gr $2.50@2.75
Firmer Chisel, Socket, ass'd, ₱ gr. $2.00@2.25
Hammer, Hatchet, Axe, Sledge, etc., 50&2%
Hoe, Rake and Fork..60&10@60&10&5%
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 60@60&10%

CROSS-CUT SAW HANDLES—
Atkins 40%
Champion .....45@45&10%

Hangers—
American Trackless .....33⅓&20%
Barn Door, old pattern .....60&10%
Barn Door, New England .....66⅔@70%
Barry, $6.00 .....50&10%
Best Anti-Friction .....60&10%
Challenge Barn Door 50%
Cronk's Roller Bearing. No. 0, $15 00; No. 4, $18.00; No. 5, $26.00.. 60&10&5%
Cronk's Steel, cov'd, Loose Axle 60%
Coburn 40%
Davis Parlor Door .....50@50&5%
Duplex (Wood Track) .....60&10&5%
Kidder's .....50@50&10%
Lane's Barn Door:
Barn Door, Standard 60%
Covered .....50&10@50&10&5%
Special 60%
No. 50 .....50&10@60&5%
New Model, Tinned .....30&10@40%
Parlor:
Standard .....₱ set, net, $3 50@$3.60
Ball Bearing .. " " 4.50@ —
New Model .. " " 3.00@ —
New Champion " " 2.40@ 2.50
Manhattan 60%
McKinney's "None Better," No. 2, $18 00; No. 1 Special, $13.00, ₱ dozen pairs .....60&10%
Richards' Single Track, Steel....40&10%
Richards' Anti-Friction 50%
Stearns:
Single Track, No. 5 .....20&20%
Gem 60%
Royal 60%
Challenge 60%
Warner, 1 and 2 .....40%
Stowell Mfg. Co.'s Barn Door:
Badger .....60&10%
Climax .....55&5%
Interstate 60%
Magic 50%
Matchless, Covered .....50&10%
Nansen, Roller Bearing .....50&10%
Parlor Door 50%
Wild West .....50&5%
Zenith, for Wood Track .....55&5%
Baggage Car Door 33⅓%
Elevator 40%
Railroad .....55&5%
Street Car Door .....50&10%
Victor, No. 1, $5 00; No. 2, $20.00; No. 3, $25.00; No. 4, $35.00 .60&10&2½%
Warner's Patent .....20&10&10%
Wilcox 40%

Harness Snaps—
See Snaps.

Hasps and Staples—
McKinney's "Perfect," $1.10 ₱ doz. 40&10%
Wrought .....80&10@85%
Wrought, Stanley 80%

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley .....60&10%

Hay Racks—
Baxter Wrought Iron, No. 1, $1.00, net; No 2, $1.50, net.

Hay and Straw Knives—
Auburn Hay, Com. and Spear Point .50%
Auburn Straw 40%
Lightning, from jobbers .....60&5%
Wadsworth's 40%

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T, 66⅔&10@70&10%
Rolled Blind Hinges, Nos. 32 and 34, 50&10%
Rolled Plate 70%
Rolled Raised 70%
Plate Hinges, "Providence," 6 to 12 in., ₱ lb, 5c., 14 to 36 in., ₱ lb, 4c.
Screw Hook and Strap, 6 to 12 in. ₱ lb, 3½@3¾c. 14 to 20 in., ₱ lb, 3¼@3½c. 22 to 36 in., ₱ lb, 3@3¼c.

STRAP AND T HINGES—
Light Strap Hinges..66⅔@66⅔&10&10%
Heavy Strap Hinges.....70@70&10&10%
Light T Hinges .....50&10@60&10%
Heavy T Hinges 60&10@60&10&10%
Extra Heavy T Hinges.....66⅔@70&10%
Long Chest Hinges .....45@50&10%
Hinge Hasps .....40@50&10%
Crate Hasps .....45@50&10%
Crate Hinges .....66⅔@70&10%

SPRING HINGES—
Bommer's 33⅓%
Bardsley's Patent Checking 15%
Chicago 25%
Champion 60%
Keil's American 30%
Matchless, Double Acting Pivot 20%
New Idea, No. 1 .....₱ gr. $7.50
New Idea, No. 2 .....₱ gr. 18.00
Rex .....₱ gr. 13.00
Royal, Japanned 66⅔%
Rubber 66⅔%
Sargent's List, 1894:
Bronze Metal .....70&10&10%
Japanned Surface, Single .....70&10%
Japanned Surface, Double .....60&10%
Mortise .....70&10%
Model .....70@70&.0&10%
Tuscan Surface, Single 70%
Tuscan Surface, Double .....60&10%
Vigilant 60%
Stearns 75%
Union Spring Hinge Co.'s List, March, 1894 .....20%
Union Mfg. Co 25%
Van Wagoner & Williams Hdw. Co.:
Acorn .....₱ gr. $12 50
Acme 30%
Acme, Brass 20%
American 20%
Clover Leaf .....₱ gr. $12.50
Columbia, No. 14 .....₱ gr. 9 00
Columbia, No. 18 .....₱ gr. 25.00
Crown 30%
Gem 2%
Knoxall .....₱ gr. $9.00
Oxford 25%
Wiles', No. 1, ₱ gr., $16.00; No. 2, $18.00

GATE HINGES—
Automatic .....₱ doz. $12.50, 50%
Clark's, Nos. 1, 2, 3 .....50&10@60&10%
N. E., ₱ doz. $7.80 .....60%
N. E., Reversible, ₱ doz. $5.60 .....60%
N. Y. State, ₱ doz. $4.90 .....60%
Shepard's, Nos. 1, 2, 3 .....60&10%
Western, ₱ doz. $4.20 .....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3 .....70&10%
Mortise Gravity 50%
Nos. 1, 3, 5 .....70&10%
Nos. 40 and 50 .....70%
Huffer .....55@60%
Parker .....70&10%
Sargent's, Nos. 1, 3, 5, 11, 13 .....70&10%
Shepard's or Wrightsville Hdwe. Co.'
Acme, Lull & Porter .....70&5%
Buffalo Gravity Locking, Nos. 1, 3 and 5 .....70&10%
Champion Gravity Locking, No. 75 .....70&10&10%
1868, Old Pattern, Nos. 1, 3 and 5, 70&5%
Tip Pattern, Nos. 1, 3 and 5 .....70&5%
Double Locking, Nos. 20 and 25 ...70%
Empire, Nos. 101 and 103 .....70%
Niagara Gravity Locking, Nos. 1, 3 and 5 .....70&10%
Noiseless, Nos. 50, 60, 65 and 55 ..80%
O. S., Lull & Porter .....80&10%
Pioneer, Nos. 030, 45 and 5½ 70%
Steamboat Gravity Locking, No. 10 .....70&10&5%
Stenger's Positive Locking 70%
W. H. Co.'s No. 2 Mortise Gravity..60%
Stanley's Steel Gravity Blind Hinges, No. 1,647½, no Screws, 75c., with Screws, $1.20 ₱ doz. sets
Stanley's Rolled .....20&10%
Stanley's Rolled Center 30%

Hitching Cords—
Covert Mfg. Co 45%

Hoes—
Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes 65%
Cotton Hoes .....70&10&10&5&2%
Cotton Chopper Hoes .....75&10&7½%
Garden Hoes .....75&5%
Harper's No. 7 Mortar Hoes 65%
Jersey Hoes 65%
Kretzinger, Cut-Ezy .....75&5%
Ladies' Cotton Hoes .....75&10&7½%
Laid Steel Edge Hoes .....25&5&2%
Meadow and Rhode Island Hoes, 75& 5&2½%
Mortar and Street Hoes.. ...75&7½&2%
Planter Hoes, Regular Pattern...70&30%
Rough Finish Shank Cotton Hoes 75&12½%
Special Hoes .....75&10&2%
Special Mortar Hoes .....40&10&2½%
Sunhem Meadow Hoes .....75&5&2½%
Tobacco Hoes .....75&20%
Toy Ladies' and Boys' Hoes..70&10&10%
Truck Hoes .....50&10&2%
Warren Hoes 60%
Weeding Hoes and Rakes 75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

IRON—
Lalance & Grosjean Mfg. Co.:
Agate-Nickel-Ware .....40&10%
Pearl, Agate .....40&10%
Peerless Enameled Ware 70%
Crystal Steel-Ware .....50&10%
Blue and White-Ware .....40&10%
White-Ware .....33⅓&10%

STOVE HOLLOW WARE—
Ground .....60&10&10%
Unground .....70&5%

WHITE ENAMELED WARE—
Boilers and Saucepans .....45@50%
Maslin Kettles .....70@70&10%
Tinned Boilers and Saucepans...45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co .....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co .....40&5%
Reed & Barton .....40&5%
Rogers & Brother .....40&5%
Simpson, Hall, Miller & Co .....40&5%
William Rogers Mfg. Co .....40&10%

Hooks—

AGRICULTURAL—
Potato, all kinds 70%
Manure 70%
Iowa F. T. Co.'s Clam .....60&10&2½%

BUSH—
Jennings & Griffin's .....33⅓&5%

CORN—
Kretzinger Cut-Ezy .....₱ doz. $8 net

CAST IRON—
Bird Cage, Sargent's list .....60&10&10%
Bird Cage, Reading .....60@60&10%
Bird Cage, Williamson 50%
Ceiling, Sargent's list .....50&10%
Chandelier 70%
Clothes Line, Sargent's list .....50&10%
Coat and Hat, Sargent's list .....50&10%
Coat and Hat, Reading .....60&10%
Coat and Hat, Stowell's 70%
Harness, Sargent's list .....50@50&10%
Lamp 55%
Picture 75%
Screw Hat 70%
Stowell's:
Clothes Line 70%
Harness 70%
Hotel & School House 70%
Wardrobe 55%

WROUGHT IRON AND STEEL—
Cotton .....₱ doz. $1.25
Cotton Pat (N. Y. Mallet & Handle Works) 20%
Hammock Hooks, E. C. Stearns, ₱ doz 50c
Picture, T. & S. Mfg. Co 75%
Tassel, T. & S. Mfg. Co .....50&10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley .....80&10%

WIRE—
Atlas Coat and Hat 45%
Belt .....75&75&10%
Crescent, Coat and Hat .....50&10@60%
Wire Coat and Hat, Acme..50&10@50 &10&5%
Wire Coat and Hat, Gem....50&10@50 &10&5%
Wire Ceiling, Gem....50&10@50&10&5%
Wire Coat and Hat, Standard 45%

MISCELLANEOUS—
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass ...No. 2, $1.65; 3, $1.80; 4, $2.00
Hooks and Eyes—Brass .....60&10%
Hooks and Eyes—Mal. Iron..70@70&10%
Cotton, Box and Hay .....60@60&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&10%
American, all sizes .....10½c net						
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	.....50%
Anchor	23c	21c	20c	19c	18c	.....40%
C. B. K	25c	23c	22c	21c	21c	.....40%
Capewell	19c	18c	17c	16c	16c	..10&5%
Champlain ...	28c	26c	25c	24c	23c	40&5&2%
Clinton Fin .	19c	17c	16c	15c	14c	..30&5%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes .....9½c net						
Maud S	25c	23c	22c	21c	21c	50&10&5%
Neponset 40%						
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam ..	23c	21c	20c	19c	18c	..33⅓%
Snowden	9½c	9½c	9½c	9½c	9½c net	
Vulcan	23c	21c	20c	19c	18c	.....25%

Horse Shoes—
Horse and Mule, per keg $3.7
Burden's, all sizes 3.70
Bryden, Phœnix, Perkins, &c..... 3.75
Diamond State, Shoenberger, Crescent, &c .....$3.75&5%
Factory Shipments.

Horse Ties—
Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 35%
Sisal 20%

Hose, Rubber—
Boston Belting Co.:
"Boston" 50%
Competition 70%
Extra 60%
N. J. Car Spring & Rubber Co.:
Extra Para .....40&10%
Reliable .....50&10%
Staple .....60&10%
Standard .....70&10%

Ice Awls, Chippers, &c.—
Copeland Ice Pick .....₱ gr. $9.00 net
Crown .....net
Gem Ice Shave .....net
Parker's:
Ice Box Chisel .....₱ doz. $12.00 } 25&10&5%
Ice Crusher, No. 3 ...₱ doz. 8.00 }
Ice Crusher, No. 2 ...₱ doz. 6.00 }
Ice Crusher, No. 1 ...₱ doz. 20.00 }
Ice Tools .....₱ doz. 4.00 }
Sargent's Ice Awls 55%
Snell's 50%
Star .....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33.₱ doz. $6.00..25@30%
No. 34.₱ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain .....15@20%
Spun Brass, plated inside with White Metal .....10@15%

Knives—
Ames':
Bread Knives, ₱ doz $1.50 .....20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c 30%
Goodell's:
Bread Knives Ass'n list .....net
Butcher .....net
Shoe Knives 40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives .....net

Knives, Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base 10%
Base, Rubber Tip, 2½ in. Bead.₱ gr. $1.50
Carriage, Jap .....₱ gr. 80c..60%
Door Mineral, R. & E. list...45&10%
Door Por. Jap'd, " " ...45&10%
Door Por. Nickel, " " ...45&10%
Picture, Judd's .....50&10%
Picture, Sargent's .....60&10%
Yale & Towne Wood .....net

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Latches—
Cronk's Sliding Door.....60@60&10%
Lane's Barn Door.....40@40&10%

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Continental.....60&10%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10%
Drexel, low list.....50%
Gold Coins, low list.....50%
Great American.....70&10%
Imperial.....60&10&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
New Easy.....60&10@60&10&10%
New York.....60&5%
Pastime:
12 in. 14 in. 16 in.
$6.00 $6.25 $6 50 each net
Pennsylvania.....60&10%
Racine:
14 in. 16 in. 18 in. 20 in.
$15.00 $17.00 $19.00 $21.00 each 60%
Rapid Transit.....70&10%
Standard.....60&5%
Sunbeam.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Gibbs' Arc.....₩ doz. $10.00
Gibbs' Hustler.....₩ doz. 5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1. No. 2. No. 3.
₩ doz. $12.00 $15.00 $24.00....30%

Leaders—
Covert Mfg. Co. Cattle.....45%

Lead Pipe, Etc. ₩ lb
Lead Pipe, full lengths.....6c
Lead Pipe, cut lengths.....6½c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....37½c
Sheet Lead, full rolls.....7c
Sheet Lead, cut rolls.....8c
Quantity discount, 20%

Lemon Squeezers—
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40.....20%
Dean's, Nos. 1, ₩ doz. $3.50; 2, $3.35; 3, $1.65; Queen, $2.50, net
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.9 @2 00
Little Giant.....50@50&5%
Porc. Lined, Iron.....$3.25@$3 50
Porc. Lined, Wood.....₩ doz. $6.00
30&10@40%
Wood, Common, ₩ gross, No. 0, $5.00; No. 1, $6.50; No. 2, $10.00.

Letter Box Plates—
Name Door Plate.....50@50&10%
Name Plate.....70%
Number Door Plate.....60@60&10%
Sargent's.....60&10@70%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....25&10%
Iron Bench, new design.....25&10%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....50%
Cotton Chalk, 20 feet.....60&10%
Cotton Trot.....33⅓%
Masons':
Colored Cotton.....40&10%
Flax.....40&10%
No. 0 to 5.....25%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....10%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....25@30%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 ..20%
Wire Clothes, 100 feet, No. 18, $2.25; No. 19, $2.00; No. 20, $1.75.

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Branford Lock Co.....net prices
Champion Night Latches.....40%
Moore's Elevator Door.....40%
Norwalk Lock Co.....40%
Plate.....33⅓%
R & E. Mfg. Co.....45&10%
Reading Hardware Co.....40%
Sargent & Co.....40%
Yale.....net prices
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Scandinavian.....90&25%
McWilliams.....25%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10%
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25%
Eagle.....25%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List:
Hickory.....50@50&10%
Lignumvitæ.....50@50&10%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....60&10%

Meat Cutters—
American.....30%
Nos....1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....₩ doz. 33⅓%
Nos.....1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.50 $5 $4 $6
Hales Pattern, ₩ doz.....70@70&5%
Nos.....11 12 13
$27 $33 $45
Home No. 1, ₩ doz. $28.....60%
Little Giant.....50& 0%
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Miles' Challenge, ₩ doz.....45@45&10%
Nos.....1 2 3
$22 $30 $40
Woodruff's, ₩ doz.....33⅓%
Nos.....100 150
$15 $18
Beef Shavers (Enterprise).....25@30%
Chadborn's Smoked Beef Cutter.....
₩ doz. $60.00

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Magnolia, Anti-Friction.....25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $4.00, 40%
P. S. & W.....35&10@40%
Reading.....50&10%
Sargent's.....60@60&10%
Warner's.....30%

Mop Wringers—
Matchless (Canton, O.), ₩ doz....$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....80@80&5%
PICTURE—
Brass Head, Combination list.....70%
Brass Head, Sargent's list... 70@70&5%
Niles' Patent.....40%
Porcelain Head, Comb'n list.....40%
Porcelain Head, Sargent's list.....50%
FURNITURE—
Antique Bronze.....10%
China.....25%
Fire Gilt.....10%
Plain.....40%

Nail Pullers—
Black Hawk, ₩ doz.....$9.00
Cyclops.....35%
Eclipse.....₩ doz. 18 00, 25&10&10%
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning.....₩ doz. $18.00, 20%
National.....₩ doz. 24.00, 10%
Pelican.....₩ doz. $9.00, 40@40&10%
Scranton, No. 2.....₩ doz. $10.00
Scranton, No. 3.....₩ doz. 9.00

Nail Sets—
Buck Bros.....27½%
Cannon's Diam'd Point, ₩ gro. $12, 25%
Humason's.....50&10%
₩ gro.
Hunters' Cup Point, Knurled $10.00
Hunters' Cup Point, Plain... 9.00
Octagon.....4.00@4.75
Round, assorted.....3.00@3.25
Square.....4.00@4.25
Snell's:
Octagon.....$4.75
Corrugated.....6.50
Knurled.....9.00

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%

Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..20%
Turner & Seymour Mfg. Co.....50%

Nuts—
Off list.
Hot pressed, square, blank.....$5.20
Hot pressed, hexagon, blank.....5.50
Hot pressed, square, tapped.....5.00
Hot pressed, hexagon, tapped.....5.30
Cold punched, plain, square, blank 4.30
Cold punched, hexagon, square, blank.....4.40
Cold punched, plain, square, tapped.....4.10
Cold punched, plain, hexagon, tapped.....4.20

Oilers—
Brass and Copper.....50&10%
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
Draper's:
Brass.....70&10%
Steel.....70&10
Malleable, Hammers, New Style, 10&5@20%
Malleable, Hammers, Old Pattern, same list.....50&10%
"Paragon," Brass.....5J&10@60%
"Paragon," Zinc.....70@70&10%
Tower & Lyon Bicycle.....25%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70&10@75%
Zinc and Tin.....70&10@75%

Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, ₩ lb.....$ .60
Rosy Red Washita.....60
Extra Washita, Green Paper Wrapper, ₩ lb.....50
No. 1.....40
No. 2.....30
Pike's Washita Round Edge Slips: 3 to 5x1¾ to 2⅝ to ⅝ at back, ⅛ to 5-16 edge, ₩ lb:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above..80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5x1 to 1¼x¼ to ⅝, ₩ lb.....70
Discount, 33⅓%.
Pike's Washita Mounted No. 1: ₩ doz.
8x2.....$12.00
7x2.....11.00
6x2.....10.00
5x2.....9.00
4x1½.....7.00
3½x1.....5.50
Discount, 33⅓&10%.
Pike's Washita Axe Stones:
About 2x2x¾ to 1½, ₩ lb.....$ .24
About 2x2x½, extra selected.....40
Discount, 33⅓%.
India Oil Stones.....25@33⅓%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston".....60%
"Excelsior" Plumbago, Pure, ₩ lb $1.00.....50&10%
Extra.....60%
Standard, Fair Quality.....40%
MISCELLANEOUS— ₩ lb
American Packing.....8c@10c
Cotton Packing.....18c@14c
Italian Packing.....10c@12c
Jute.....5c@5½c
Russian Packing.....10c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance.....$ 4.50
Baldwin.....5.00
Bonanza.....each 5.00
Dandy.....each 7 50
Eureka, 1898.....each 16.00
Family Bay State.....12.00
Improved Bay State.....$27@30.00
Little Star.....4.00
New Lightning.....5.50
Penn.....3.75
Perfection.....4.00
Reading, 72.....4.00
Reading, 78.....7.00
Scott's Pat. Rotary.....$15.00, 20%
Turntable, Old Style.....4.50
Turntable, 1898.....5.00
White Mountain.....4.00
POTATO— ₩ doz.
Saratoga.....$5.50
White Mountain.....4.50

Pencils—
Dixon's: ₩ gro.
Carpenter's.....$3.67@8.75
Carpenter's, Blue or Red Lead.....4.00@7.50
Lead.....2.18@4.88
Lumber.....6.67
Mascot, Hexagon.....3.75
Mascot, Round.....8.10

Percussion Caps—
See Ammunition

Picks—
Railroad or Adze Eye, 5 to 6, $12.00; 6 to 7, $13.00.....60&10

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.) 50&10@60%
Bench, First Quality.....45@45&10%
Bench, Second Quality.....50@50&10%
C. E. Jennings & Co.....50&10%
Molding.....40&5%
IRON PLANES—
Chaplin's Iron Planes.....50&10@60%
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60%
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....50&100
Miscellaneous.....25&10%
Steer's Iron Planes.....50&1%
PLANE IRONS—
Auburn "Thistle", Ohio, Sandusky } 30&10@40%
Buck Bros.....30%
Butcher's.....$5.00@5.25 to £
C. E. Jennings & Co.....25&10%
Stanley Rule & Level Co.....50&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button's.....70%
Carew's Pat. Wire Cutters.....25%
Cronk's:
Button Pattern.....70%
Fencing Pliers, ₩ doz. $12.00.....25%
Flat and Round Nose.....33⅓%
Gas Pliers, No. 100.....40%
Stubb's Pat. Pliers.....50%
Wire Cutter and Bender.....60%
Hall's Nippers, ₩ doz., No. 2, 5 in., $13.50; No. 4, 7 in., $21.00.....40&10
Hall's Pliers.....70%
Humason & Beckley Mfg. Co.50@50&10%
Wm. Johnson's Gas Pliers.....66⅔%
Morrill's Parallel, ₩ doz. $12.00..80&5%
Smith's Side Cutting.....25%
P. S. & W. Cast Steel.....50@50&5%
P. S. & W. Tinners' Cutting Nippers.....add 6% dis. 10%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's.....40&10&10%
Davis':
Inclinometers.....30%
Iron Levels.....25&10%
Disston's.....70%
Machinists'.....25%
Pocket Levels.....70&10@75%
Stanley's.....70&10@70&10&10%
Stanley's Duplex.....25&10&10%
Stratton's Pat.....25%
Wood's Extension Sight.....25%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste.....33⅓@40%

Polish, Stove—
Dixon's Plumbago.....₩ lb
Joseph Dixon's.....₩ gro. $5.75, 10%
Gem.....₩ gro. 4 50, 10%

Poppers, Corn—
Round or square, ₩ doz. ₩ gro.
1 qt.....$ .75 $ 6.50 } 10@
1½ qt.....85 8.00 } 15%
2 qt.....1.15 12.00
Quincy Corn Popper, 1 qt., ₩ doz. $8.00; 2 qt., $4.00.....33⅓%

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$84.00, 25%
Kohler's: ₩ doz.
Little Giant, No. 12.....$12.00
Hercules, No. 25.....10.00
Invincible, No. 6.....9.00
Pioneer, No. 714.....7.50
Lock Lever, No. 20.....12.00
Universal, No. 49.....12.00
New Champion, No. 87.....6.00
Iron Handle, No. 33.....7.00
Ryan's.....₩ doz. $20.00, 25%

Post Hole Augers—
Vaughan's, 4 to 9 in.....70%
Vaughan's, 10 to 12 in.....60%

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks.....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

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Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33⅓&5%
Cronk's Heavy Pattern, ₱ doz., $2.50 net
Disston's Combined Pruning Hook and Saw....₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Henry's:
Pruning Shears.....50&5%
Orange.....50&30%
Grape.....50&10%
Tree Pruners.....75%
Kohler's Pruning Shears: ₱ doz.
German, No. 46.....$3.50
American, No. 33.....2.50
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....60%
Waters' Tree Pruners.....75&10%
Wheeler, M. & C. Co.'s Combination.....₱ doz., $12.00, 25&10%

Pulleys—

Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw.....45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, ₱ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $6.00.....50&10%
Hay Fork, 5-inch, Solid, $5.70..50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₱ doz., $13.00.....40%
Side, Anti Friction.....50%
Shade Rack.....45%
Upright.....50&10@50&10&10%

Pumps—

Cistern, Best Grades.....50&10@60%
Pitcher Spout, Best Grades.....70&10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.....17.00
No. 14, Fig. 521, 3 inch Deep or Shallow Well Pump.....15.00
No. 32, Fig. 528, 3 in. Deep Well Pump.....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....15.00
No. 73, Fig. 333, 3½ in. Deep Well Pump.....16.00
No. 102, Fig. 448, 3 inch Lift Pump.....9.00
No. 108, Fig. 448, 3½ in. Lift Pump.....11.00
No. 128, Fig. 510, 3 in. Lift Pump.....7.00
No. 131, Fig. 510, 3½ in. Lift Pump.....8.50
No. 225, Fig. 389, Windmill Pump.....12.50
No. 235, Fig. 408, Windmill Pump.....16.00
No. 240, Fig. 406, Regulator Pump.....28.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....16.00
No. 267, Fig. 483, Geyser Tank Force Pump.....16.00
No. 268, Fig. 513, Low Down Tank Force Pump.....16.00
No. 302, Fig. 477, Spray Pump, complete.....11.50
No. 320, Fig. 492, Bucket Spray Pump.....5.00
No. 330, Fig. 547, Knapsack Spray Pump.....10.00
Discount, 50% f. o. b. Ashland.

PUMPS AND PUMP SPECIALTIES—

Torrent Pump Co., Cleveland, O.: Net
Purifying Pump, each.....$8.00
Chain for same, ₱ foot.....11
Torrent C. P. Curbs, each.....1.50
Same, fitted for 2-inch tubing...1.60
Poplar Tubing, ₱ 100 feet.....4.00
2-inch Tubing, ₱ 100 feet.....5.00
Galvanized Iron Tub'g, ₱ 100 ft...6.00
Couplings for same, ₱ pair.....15
Galvanized Chain, ₱ 100 pounds..5.50
Torrent Rubber Buckets.....5.00
Victor Buckets, ₱ 100.....7.50
Cleveland Buckets, ₱ 100.....4.50
Torrent Water Drawer.....50%
Roberts Water Drawer.....50%
Wood Suction Pumps.....50&5%
Galvanized Iron Pumps.....50%
Cyclone Force Pump.....50%
Oatman Handy Hoops.....40&10%
Eave-Trough Hangers.....40%
Net
Sprayers, ₱ dozen.....$4.50
Acme Riveter, ₱ dozen.....4.50
Dreyer Spoke Repairer, ₱ doz.....60
Delivered f. o. b., Miles Avenue Station.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50&5%
Check.....55%
Spring.....50&5%
Springfield Socket.....65%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....50%
Spring, good quality, ₱ doz., $1.70@1.80
Spring, Leach's Pat.....15%
Tinners' Solid, P. S. & W. Co., ₱ doz.....$1.44, 55%
Tinners' Hollow, P. S. & W. Co., 20&2%

Rail—

Barn Door, Light, In.	½	⅝	¾
₱ 100 feet	$1.40	1.85	2.60

Barn Door, "None Better" No. 1, ₱ foot.....2¾c
Barn Door, "None Better" No. 2, ₱ foot.....3¼c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c.....70%
Double Flange, ₱ foot, 8c.....70%
Carrier Steel Rail, ₱ foot.....4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 13.....3 c
Double Braced.....3½c
Lane's: ₱ 100 ft.
O. N. T., 1 in.....$3.00
O. N. T., 1¼ in.....3.65
Standard, 1¼ in.....4.25
Stowell's Wrought Steel.....35%
Sliding Door, Bronzed Wrought Iron, ₱ foot.....6½c
Sliding Door, Steel, Brass Plated, ₱ foot.....5½c
Sliding Door, Wrought Brass, 1⅛ in., ₱ lb., 35c.....10@20%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ₱ doz...$3.25@3.15
Lawn Queen, Improved, net ₱ doz.
20-Tooth.....$3.50@3.60
24-Tooth.....3.60@3 75
Jumbo, net ₱ doz.....7.00@9.00
Paragon, net ₱ doz.....3.25@3.50
Steel Garden Rakes.....70&5&2%
Steel Garden Rakes Stamped Blank.70%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edger.....60&5%
Prize Bow Braced Steel.....70&5&2%
Peerless Shank.....70&5&2½%
Peerless Socket.....70&5&2%
Level Head Shank.....70&5&2%

Rasps, Horse—

Disston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....20%
Wostenholm and Butcher, $10.00 to £.....10%

Registers—

HOT AIR—

New List, Feb. 1, 1899:
Black Japanned.....30%
White Japanned.....25%
Bronze Finishes.....30%
Electro-Plated.....30&10%
Nickel Plated.....30&10%
White Porcelain.....20%
Solid Brass and Bronze Metal....20%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

Belt with Burrs.....40&5@40&10%
Hose with Burrs.....40&5@40&10%

IRON—

American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....62½%
Thousand, in bulk.....62½%
Thousand in papers.....62½%
Coopers', in bulk.....62½%
Block and Carriage, in papers...62½%
Hame.....62½%
Belt with Burrs, Tinned or Copper ed.....62½%

Rivet Sets—

Regular List.....70%

Rollers—

Lane's, Stay.....33⅓%
Cronk's:
Adjustable Stay.....66⅔%
Screw Stay.....50%

Rope—

Cotton Rope, Best,	₱ lb
¼ inch and larger	13 @14c
Medium, ¼ in. and larger	10 @12c
Common, ¼ in. and larger	8½@10c

Jute Rope:
A grade.....7½c
C grade.....7 c
Manila:
7-16 in. and larger.....11 c
⅜ in.....11½c
¼ and 5-16 in.....12 c
Hay Rope, Medium.....11½c
Sisal:
7-16 in. and larger.....8 c
⅜ in.....8½c
¼ and 5-16 in.....9 c

Rules—

Athol, Steel.....33⅓%
Boxwood.....75&10&10&10%
Ivory.....35&10@35&10&10%
Lufkin's:
Steel.....55%
Lumber.....50&10%
Miscellaneous, Stanley's.....55&10%
Starrett's Rules and Straight Edges.
Steel.....25&10

Sad Irons—

Chinese Laundry.....₱ lb 4½c
Chinese Sad.....3½c
Crown, Polished.....₱ doz. $6.50
Crown, Nickel.....₱ doz. 7.00
Common 4 to 10.....₱ lb 3¼@3½c

COLD HANDLED—

Enterprise Mfg. Co. of Pa.....20&5&5%
Self-heating.....₱ doz. $10.00, 20%
Self-heating, Tailors'..₱ doz. 22.50, 25%
Sensible Nickel.....₱ doz. $7.00
Sensible Polished.....₱ doz. 6.50
Sensible, Tailors'.....₱ lb 4½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50@60%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50&10%
Garnet Paper.....30@30&5%
Sand and Emery Paper.....50&10%

Sash Chain—

Competition.....50&10%
Giant.....40%
Monarch.....40&10%
Red Metal.....40&10%
Steel.....40&10%

Sash Cord—

Cable Laid Italian Sash.....₱ lb 16@18c
Cable Laid Russia.....₱ lb 13½@14c
Common India.....₱ lb 8½@9c
Common Russia Sash.....₱ lb 12½@13c
Patent India.....₱ lb 11c
Samson:
"Mass." White, Cotton.....24c
"Samson" Braided White, Cotton ₱ lb 30c
"Samson" Braided Drab, Cotton ₱ lb 35c
"Samson" Braided Italian Hemp ₱ lb 38c
"Samson" Braided Linen....₱ lb 56c
Silver Lake:
A Quality, Drab..₱ lb 40c, 15@15&7½%
A Quality, White.₱ lb 35c, 15@15&7½%
B Quality, Drab..₱ lb 35c, 15@15&7½%
B Quality, White.₱ lb 30c, 15@15&7½%
United States:
B Quality.....₱ lb 18c
C Quality.....₱ lb 16½c
White Cotton, Hard Braided....₱ lb 16c

Sash Fasteners, Holders, &c.

Sash Lifts.....60&10&10%
Sash Lifts Flush.....50%
Sash Lifts With Lock.....60&10&10%
Sash Rollers.....70%
Shutter Bars.....60&10@10%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—

Champion Meeting Rail.....70%
Champion Side.....60%
Davis, Bronze, Barnes Mfg. Co.....50%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....66⅔%
Gale's Automatic, List Nov., 1897....65%
Ives' Patent:
Wrought Steel.....60%
Bronze M. Knob.....60%
Wrought Bronze and Brass.....55&5%
Cast Iron.....65%
Cast Bronze and Brass.....62½%
Payson's Perfect.....70%
Reading.....60&10%

Sash Weights—

Small lots.....₱ ton $27.00@$28.00
Ton lots at factory.....25.00@ 26.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4.....each $30.00, 20%
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60&10%
Band 2 to 6 in. Wide.....60%
Band ⅛ to 2 in. Wide.....60%
Butcher, Pruning and Compass..40&5%
Circular.....50&10%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 8 in. to 14 in. Wide.....60%
Band ¼ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
Haines' Needle Point.....40%
C. E. Jennings & Co.'s:
Butcher.....25&10
Hand Panel, Rip and other Saws 25@30%
Peace:
Cross Cuts.....45&10%
Hand Panel and Rip.....25&10%
Richardson:
Circular and Mill.....50@50&10%
X Cuts.....45&10%
Hand Saws.....25&10%
Star, Butcher.....25%
Woodrough & McParlin Cross Cuts 45&10%

HACK SAWS AND FRAMES—

Chatillon.....30%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack Saw Frames.....30%
Griffin's:
Complete.....40@45%
Saw Blades.....4%
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₱ doz.....25%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₱ doz. $6.00
Excelsior Saw Tools.....₱ doz. 6.00
Bemis & Call Co.'s:
Cross Cut.....30&5%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30&5%
Disston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₱ doz. $9.00
"Royal".....₱ doz. 6.00
Leach's.....33⅓%
Morrill's:
No. 1, $15.00; No. 10, $15.50; No. 11, $16.00.....40&20%
Cross Cuts Nos. 3 and 4, $23.00; No. 5, $31.00.....40&20%
Richardson's.....25%
Seymour Smith & Son, Hammer ₱ doz.....$4.75
Stillmans.....₱ doz. 1.00
Taintors Positive....$18.00 ₱ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....40%
Grocers' Trip Scales.....50%
Family, Turnbull's.....30@30&10%
Hatch:
Counter, No. 171.₱ doz. $17.00@$18.00
Tea, No. 161....₱ doz. 5.75@ 6.00
Union Platform Plain....2.00@ 2.10
Striped.....2.15@ 2.25

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₱ doz. $2.00
Box, 2 Handle.....₱ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₱ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₱ doz. $3.00

Screens—

DOOR—

Phillips: ₱ doz.
⅛ in., Style E, Fancy Screen Doors.....$12.00
⅛-in., Style G, Common Screen Doors.....7.75
¼-in., Style K, Fancy Screen Doors.....9.90
¼-in., Style K4, Fancy Screen Doors.....10.50

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WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Bonanza Screens..... .. 50&10&2½%
Express.....50&10&2½%
Flyer.....50&10&2½%
Perfection Screens.....50&10&2½%
Northwest.....60%
Window Screen Frames.....60%
Stearns:
Frames and Corners..... 25@25&10%
Gem Window Screen Frames..25&10%
Monarch Adjustable Window Screens.....50%

Screw Drivers—
Brace Screw Drivers... .....25&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 10.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
Howard-Allard, low list.....50%
C. E. Jennings & Co .. ..40&10%
Jennings & Griffin..... ...66⅔%
Jones Reversible Spiral No. 2 ℔ doz. $24.00, 50%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40..... .....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66.....70&10%
Snell's Nos. 5 and 10 ... .75%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Baisley's Patent.....33⅓%
Williamson's:
Beauty, ℔ doz.....$1.00 } 40%
Gem, ℔ doz .....90c }
C. T. Williamson Wire Novelty Co..40%

Screws—
WOOD SCREWS—
List, January 1, 1900.
Brass, Flat Head 77½%
Brass, Round Head.....72½%
Bronze, Flat Head 72½%
Bronze, Round Head.....70%
Coppered, Flat Head..... .....75%
Coppered, Round Head 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head.....80%
Iron, Bright Round and Oval Head..75%
Nickel Plated, Iron Flat Head..... 70%
Nickel Plated, Iron Round Head....70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron Round Head.....70%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.... .....50%
Brass, Round Head.....50%
Iron, Flat Head 50%
Iron, Round Head..... .....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Feb. 14, 1895, 70&10@70&10&10%
Hand Rail.....60&10%
Lag Screws. List, January 30. 1895.
Cone Point.....70&10&5@70&10&10%

BENCH, HAND, ETC.—
Bench, Iron, ℔ doz., 1 in., $3.25; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech... ...℔ doz. 2.40
Chair ....60&10%
Hand, Wood.....40%
Jack Screws, Millers Falls, Roller Bearing 50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's 60%
Plane Stool .....50&10%

Scroll Saws—
Barnes' No. 1, $8; No. 6, $10; No. 7, $15..... .....25%
Barnes' Scroll Saw Blades.....40%
Cricket.....10&10%
C. E. Jennings & Co 25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00 ... .15&10%

Scythes—
Grain .....net
Grass .....net
Scythe Snaths.....40@40&10%

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers... ... .net
National Cutlery Co.:
Scissors.....60%
Shears, Nickel.....60%
Shears, Japan.....70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel..... 60%
Shears, Tailors'.....40%
Shears, Tinners'.....40%
Tinners' Snips, Solid Steel.....40%
Dental Snips, Japan.....70%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips 40%
Pruning. See Pr'ning Hooks & Shears.
Seymour's Standard List:
Japanned 70%
Nickeled..... .... 60%
Standard Cutlery Co.:
Japanned..... .....70&10%
Nickeled ... .60&10%
Star Brand:
Nickel Scissors..... . .....60%
Nickel Shears..... .....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners..... 70%
Tinners' Snips.....40&10%
Wiss & Sons:
Japanned 70%
Nickeled.... .. ..60%
Tailors' Shears..... .40%
Tinners' Snips.....40%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list..... .....60&10&2%
Hatfield's Pattern... .....70&10@80%
M. W. Co., list July, 1888..50&10@60&5%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
R. & E., list August 15, 1895. 60&10@60&10&5%
Russell's Anti-Friction, list December 18, 1895.....60&2%

SLIDING SHUTTER—
Reading list.....60%
R. & E. Mfg. Co.'s..... 60@60&10%
Sargent's list 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Square or Round Point, D or L Handle:

	A1, 1st Grade.	B2, 2d Grade
Plain Back	$10.50	$9.60
Strap Back	9.90	9.00
Cleveland Pattern.	10.20	9.30
	C3, 3d Grade.	D4, 4th Grade
Plain Back	$8.70	$8.10
Strap Back	8.10	7.50
Cleveland Pattern.	8.40	7.80

All other sizes, add 30c. doz.
Black, deduct 30c. doz.

Shovels and Tongs—
Brass Head .....60&10@60&10&10%
Iron Head .....60&10@60&10&5%

Shutter Bars—
Ives'.....55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine..℔ gross, $10@$11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures.....60%
Door Plates.....60%
Trade Checks.....40%

Skate Sharpeners—
Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaw and Kraut Cutters—
Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12..... 40%
Enterprise.....25@30%
Enterprise Mfg. Co. 25%
Tucker & Dorsey:
1 Knife .....℔ gro. $16.50@$30.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters 50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise..... .....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes..... .....66⅔%
Fitch's:
Bolt..... ...45%
Bristol ....40&10
Champion 40%
Clipper.....50&10&5%
Empire .....50&5%
National .....50&5%
Security 40%
Victor..... .....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring..... .....50&5%
Covert Mfg. Co.:
Breast Strap Buckle Snaps.... }
Breast Strap Protector..... }
Double for Bits or Trace Carrier } 45%
Trojan Snaps ..... }
High Grade Snaps..... }
Jockey Snaps.....40%
Derby Snaps 35%
Rope Snaps 40%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) ...50&10%
Iron.....℔ doz. 50&10%
Millers Falls .....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best 30%
Wood, 2d quality..... ...33⅓%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C" net, List
Nickel Silver, Catalogue "C" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "C" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co .. ..50&10%
Rogers & Hamilton ... .50&10%
Holmes & Edwards... .. ...50&10&10%
German Silver, unplated.....50%

KNIVES AND FORKS NO. 12—
℔ doz. net.
"1847".....$3.50
"Anchor" 3.25
"Eagle" 3.25
"Star" 3.25
Rogers, Smith & Co..... 3.25
Rogers & Hamilton..... ... 3.25
Holmes & Edwards..... 3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels, 60&10%
Starrett's Micrometer Caliper Squares, 25%
Try Square and T Bevel.....60&10 @60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900 .....65&10%
Steel and Iron.....65&10%

Stair Rods—
Black Walnut ... .60%
Brass, Oval or Hollow..... .50%

Staples—
Barbed Blind—½, ⅝, and ¾ inch, ℔.....9c.@10c.
Grand Crossing Tack Co. List...75&10%

Steels—
Chatillon's 30%

Stocks and Dies.
BICYCLE—
Holroyd & Co..... ....35%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....40@50%
Lightning Screw Plate..... 25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.... .....75&10@80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&10&10%
Carpet Tacks:
American, Blued .....90&10&10&10%
American, Tinned .....90&10&10&10%
Swedes Iron Tacks:
S. S.....90&10&10%
Bill Posters' and Railroad Tacks:
S. S ....90&30%
Common and Patent Brads.....70&10%
Finishing Nails .....70&10%
Gimp Tacks:
S. S.....90&40%
Hungarian Nails, Steel.....80&20%
Lace Tacks:
S. S.....90&20%
Looking Glass Tacks..... 70&10%
Trimmers' Tacks:
S. S.....90&10&10%
Trunk and Clout Nails:
Steel, Black.....80%
Steel, Tinned.....80%
Upholsterers's Tacks:
S. S.... .....90&40%

MISCELLANEOUS—
Double Point, in dozens.90&10&10&10%
Double Point, in bulk..... ....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ℔ doz., net $1.00
Columbia, No. 2, ℔ doz., net..... 1.50
Little Jack.....℔ doz.,..... 1.00

Tapes, Measuring—
American Asses' Skin.....40&10@50%
Leather Case ....25@25&10%
Steel .....33⅓@40%
Chestermans.....25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic.....25@30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60@65&5%
Machine Screw..... . 70&10@75%
Machinists' Hand.....60@60&10&10%
Pipe, ⅛ to 1⅛.....80@80&10%
Pipe, 2 to 4..... . ...70@70&10%

Thumb Latches—
See Handles.

Tinware—
Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—
See Clippers.

Torches—
National Cement and Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch...$4.12
No. 2 Large Gasoline Torch..... 6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka"...25%
Cook's 25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon 33⅓%
Prentiss'.....30@25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T.....$3.50
Comb. Car, Wood Track..... .. 3.25
Common 6 in. Wood Sheave Pulley, Fig. 483..... .....℔ doz. 1.75
D. H. Fork Steel Regular...each, .85
Double Grapple Fork . ...each, 3.50
Double Rail Steel Track, complete with clamps.....℔ ft. .10
Faultless Steel Frame K. P. Pulley, Fig. 485 ....℔ doz. 2.15
Faultless Steel Frame 6 in. Plain Pulley, Fig. 486 .....℔ doz. 1.90
Floor Hooks, ¾ in.....℔ doz. .70
Floor Pulley, Wood Sheave, Fig. 486 .....℔ doz. 2.25
Hanging Hooks for Double Steel Track .....℔ doz. .65
Hanging Hooks for Single Steel Track .....℔ doz. .65
Hanging Hooks for Wood Track, 10 in .....℔ doz. .55
Hanging Hooks for Wood Track, 14 in ..... .65
Malleable Frame K. P. Pulleys, Fig. 676. ....℔ doz. 2.40
Malleable Rafter Brackets, ℔ doz. .40
Nellis Fork..... .....each, 1.60
New Myers Iron Rod Car..... 3.25
Reed Wood Frame Pulley with Hook, Fig. 484.....℔ doz. 2.00
Rev. Car., Double Steel Track.... 3.50
Rev. Car., Wood Track..... 3.25
Rope Hitch.....℔ doz. 1.75
Single Rail Car, Single Steel T. 3.50
Single Rail Steel Track with clamps..... ℔ ft. .09

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Sprout's Shear Fork, each $1.60
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz..... 1.85
Sure Grip Sling Car, Steel or Wood Track 6.00
Walker Fork, each..... 1.25
Wrought Rafter Brackets, ₱ doz.. .40

Transom Lifters—

Ajax..... 50&10@50&10&5%
Bronze Metal, with Safety Spring.. 50@50&10%
Crescent..... 70@70&10%
Dickson's..... 60%
Nickel Plated..... 50&10%
Payson's Solid Grip, Nos. 808 and 304, ₱ 100. .....$12.00
Shaw's:
Copper Finished..... 80&10%
Lever ..... 70@70&10%

Traps—

FLY—

Balloon.....₱ doz. $1.50, ₱ gro. $15.00
Globe.....₱ doz. 1.50, ₱ gro. 15 00
Harper.....₱ doz. 1.75, ₱ gro. 18.00

GAME—

Star, Blake's Pattern.....60&10&10%
Enterprise Mole 15%
H. & N.....65%
Newhouse 40%
Victor .....70&5%

MOUSE AND RAT—

Erie Rat..... 40@40&10%
Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat.....50%
Mouse, Bonanza, ₱ doz.....90c@$1.00
Mouse, Catch-'em alive, ₱ doz.$2.50, 15%
Mouse, Delusion 40%
Mouse, Ideal, ₱ gro $9.00
Mouse, Round Wire, ₱ doz...$1.50, 10%
Mouse, Wood, Choker, ₱ doz. holes.10c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, ₱ doz., $12.00; case of 24..... .....$10.50
No. 3, Rat, ₱ doz., $5.50; case of 50..... 5.00
No. 3½, Rat, ₱ doz., $4.50; case of 72..... 4.00
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....$15.00
Mouse, No. 3 ..... 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00
J. M. Mast Mfg. Co.: ₱ gross.
Snap Shot, 2-Hole. .. ....$3.60@4.00
Snap Shot, 4-Hole..... 5.40@6.00
Blizzard, No. 12..... . 4.20
Reddy, No. 20..... . 3 60
Reddy, No. 40..... .... 3.60
Reddy Rat Traps, No. 2 ..... 9.00
Blizzard Rat Traps, No. 1..... 10.00

Trowels—

Brade's Brick..... ...30%
Disston's:
Brick and Pointing..... .....30%
Plastering. 25%
"Standard Brand" and Garden...40%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
Wm. Johnson's:
Brick..... .....40%
Plastering..... .....40%
Pointing 40%
W. & McP. Plastering.....25@25&10%
Peace's Plastering..... ....25@25&5%
Richardson.....25@25&10%
"Rose" Brick, Plastering and Mould-ers..... 30@30&10%
Sargent's Garden, No. 1.....50%
Sargent's Garden, No. 15.....45%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Solid Box.....40%
V. W. & W 40%
Fisher-Norris ... .15%

PARALLEL—

Armstrong's:
Combination 50%
Plain and Hinge.....60%
Athol, Oval Slide.....60%
Adams, Diamond.....40%
Bonney's Champion.....40%
Fisher & Norris Double Screw 15%
Holland's 40%
Howard's..... 40%
Little Giant Bench..... .....25&10%
Lowell Hand. 33⅓%
Massey:
Perfect.....15@20%
Clincher .... 30@40%
Wood Working ....15@20%
Planer .....15@20%
Coub. Pipe.. . ...40%
Millers Falls:
Mechanics'.....net@10%
Oval Slide.....50&10%
Ball Clamp..... ..45%
Gravity .....net
Hand 15%
Moore's.....20%
Parker's:
Regular .... 20@25%
Combination Pipe... .....55@60%
Oval Slide..... ... ...55@60%
Victor..... ....20@25%
Vulcan .... 40@45%
Phenix .....20@20&10%
Prentiss.....20@25%
Sargent's 70%
Simpson's Adjustable..... ..40%
Stephens.....25@33⅓%
Trenton.... ..... 40@40&5%
V. W. & W. Parallel.....40%
Coach Makers.....40%
Oval Slide.....40%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's No. 2, $15.00.....40&10@50%
Cincinnati 40%
Stearns Com. No. 0, 1, 2 and 3, 50@50&10%
Stearns Rubber Jaw, Nos. 10 and 33, 33⅓@40%
Wentworth's.....40%

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s, Steel.....45%
Lane's Steel.....30%

Washer Cutters—

Otis A. Smith's.....20&10&10%

Well Wheels—

Japanned, 8 to 14 inches..... 70%

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co..... .....40%
Clayton's.. . .....25&10%

Window Stop Adjusters—

Ives' New List 40%
Taplin's "Perfection"..... .. 50%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... .....20%
Bright Wire Goods, New List.....85&10%
Cast Steel Wire.....50%
Copper Wire 10%
Annealed and Tinned on Spools.....50%
Brass and Copper on Spools. 40%
Spooled Wire, ass'd for Retailing....60%
Market Wire, Bright and Annealed:
Nos. 6 to 9.....75%
Nos. 10 to 18.....75&5%
Nos. 19 to 26.....75&15%
Nos. 27 to 36.....75&10&2½%
Coppered and Galvanized:
Nos. 6 to 9.....70%
Nos. 10 to 18.....70&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 ....70&10&10%
Tinned:
Nos. 6 to 14..... . .70&10&10%
Nos. 15 to 18.... .....70&10&5%
Nos. 19 to 26 .....70&10%
Nos. 27 to 36 .....70&5%
Picture Wire, New List.....70@70&10%
Steel Music Wire, Nos. 12 to 30, Imported.....₱ lb. 60@70c
Stub's Steel Wire.....$6.00 to £ 30%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .. 50@50&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. $1.50

Wire Rope—

New List July 1, 1899.
Cast Steel..... ... .30%
Iron..... ... .35%
Iron, Galvanized.....30%

Wire Rope Clips—

Crosby..... .... 25%

Wire Stretchers—

W. C. Heller's Grip... ....₱ doz. $1.50

Wrenches—

Agricultural.. .....70&10%
Aiken's Pocket (Bright)....$3 00@$3.20
Alligator.....70%
Baxter's.....60&10%
Bemis & Call's:
Briggs Pattern.....30&10%
No. 2 Cylinder 55%
No. 3 Pipe, Bright 50%
Patent Combination Black.....40&5%
Patent Combination Bright 40%
Bicycle:
Club..... .....40%
Superior 40%
Featherweight 40%
Protection 40%
Boardman's..... ....30@33⅓%
Coes':
Genuine .....40&10&5&5%
"Mechanics'" .....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer..... ... 40%
Eagle Pipe..... .....50&10%
Gem 33⅓%
Stillson Pipe.....50%
Taylor Pipe and Nut 40%
Acme.....60@60&5%
Bull Dog.....60&10%
Hercules 70%
J. H. Williams & Co.....25%

Wringers, Clothes—

In lots of less than one dozen.....Cash
Am. Wringer Co.'s list, July, 1895....2%
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894.....2%
National Wringer & Mfg. Co., list Jan. 1, 1895..... .....2%
Peerless Mfg. Co , list Feb., 1892.....2%
NOTE.—On lots of 1 dozen a discount of 10% is often given.

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 70c
Linseed, City, Boiled, in barrels, ₱ gal. 72c
Out of Town on Spot.....₱ gal. 70c
Calcutta, Raw, in barrels.....₱ gal. 76c
Lard, Prime City.....₱ gal. 48@60c
Extra, No. 1..... 50@52c
No. 1..... ....46@48c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $20.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude..... ₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6@6¼c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6½c
White Lead, Foreign, in Oil.₱ lb. 8@9½c
Litharge, Kegs..... ....₱ lb. 6½@7c
Zinc, American, Dry.....₱ lb. 4¾@5¼c

Putty—

In bulk $1.90
In bladders..... ..... 2.40
In cans, 50 lb..... 2.00
In cans, 25 lb... ..... 2.25
In cans, 12½ lb..... 2.50
In cans, 5 lb..... 3.50
In cans, 3 lb..... ..... 4.00
In cans, 2 lb..... ..... 4.50
In cans, 1 lb..... 5.00

Spirits Turpentine—

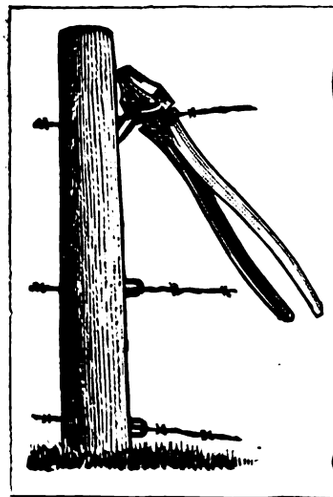
In regular bbls..... 51 c
In machine bbls..... 51½c

Dry Colors—

	₱ lb	
Blue, Chinese 35	@40	c
Blue, Prussian 33	@38	c
Blue, Ultramarine 6	@30	c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered 3	@ 7	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary.... 5	@ 7	c
Green, Paris, in bulk 15	@16	c
Indian Red, American	2½@ 3	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best. 18	@15	c
Black Lampblack, common.. 7	@10	c
Blue, Chinese 35	@40	c
Blue, Prussian 32	@35	c
Blue, Ultramarine 16	@20	c
Sienna, burnt 12	@15	c
Sienna, raw. 12	@15	c
Umber, burnt.....12	@16	c
Umber, raw... 12	@16	c
Brown, Vandyke 12	@16	c



Cronk's Patent Fencing Plier and Staple Puller. . .

THIS newly invented fencing tool is needed by all people that build or have occasion to remove or repair wire fence, as it is made with two staple pullers, two hammers and two button cutters They are the same weight as the 1½ Maydole Hammer and they are made of forged tool steel. No good farmer will be without one. They are warranted to cut No. 8 hard or No. 6 soft wire. Like the celebrated Cronk Plier they are fully warranted in all respects. No. 12, 11 in. long, $12.00. Dis.

CRONK HANGER CO., - - - - ELMIRA, N. Y.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Acetylene Gas Lamps.
Plumo & Atwood Mfg. Co., New York, Boston and Chicago.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Agricultural Implements.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Air Rifles.
J. A. Dubuar & Co., Northville, Mich.
Wm. G. Smith & Co., Philadelphia.

Alaska Stove Hardware.
Troy Nickel Works, Albany, N. Y.

Ammunition.
E. I. DuPont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.
Peters Cartridge Co., Cincinnati, O.
Union Metallic Cartridge Co., Bridgeport, Conn.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.

Arbor Presses.
Chandler & Farquhar, Boston.

Art Hardware.
Allerton-Clarke Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Auction Houses.
Union Auction Co., 93 Walker St., New York.

Auditing.
The Audit Co., New York.

Augers and Auger Bits.
Bridgeport Gun Implement Co., New York.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Axes and Edge Tools.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Babbitt Metal.
Bruce & Cook, New York.
Magnolia Metal Co., New York.

Barb Wire.
Fuller Bros. & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bells, Electric.
See Electric Bells and Supplies.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Fasteners.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Hooks.
Thacher Belting Hook Co., Cleveland, Ohio.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co, Chicopee, Mass.
Boston Belting Co., Boston, Mass.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bench Stops.
Charles Morrill, New York.

Bench Vises.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Bicycles.
Charles J. Stebbins & Co., New York

Bicycle Motors.
Lowell Model Works, Lowell, Mass.

Bicycle Stands.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago.

Bicycle Sundries.
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Bridgeport Gun Implement Co, Bridgeport, Conn., and New York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Blacksmiths' Vises.
John H. Graham & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland, Ohio.

Blocks, Tackle.
See Tackle Blocks.

Boat Nails.
Salem Nail Co., New York.

Boat and Ship Spikes.
Salem Nail Co., New York.

Bolts, Expansive, etc.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Hasps and Hinges.
Cary Mfg. Co., New York.

Box Openers.
Smith & Hemenway Co., New York.

Box Straps.
Cary Mfg. Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Builders' Hardware.
Allerton Clarke Co., New York.
John H. Graham & Co, New York.
Hobart B. Ives & Co., New Haven, Conn.
Reading Hardware Co, Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Silver Mfg. Co, Salem, Ohio.
Smith & Hemenway Co., New York.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co, Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Calipers.
Alfred Field & Co., New York.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Car Sealers.
Charles Morrill, New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carriage Makers' Tools.
Silver Mfg. Co., Salem, Ohio.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Casters, Bed and Plate.
Allerton-Clarke Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Castings, Iron.
C. H. Leete, Potsdam, N. Y.

Cement, Rubber and Leather.
Major Cement Co., New York.

Chains.
Covert Mfg. Co., West Troy, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chain Blocks.
Burr Mfg. Co., Cleveland, O.

Chemicals.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Underhill, Clinch & Co., New York.

Chucks.
Geo. Burnham Co, Worcester, Mass.
Doebler Mfg. Co., Middletown, Conn.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, Ohio.

Cleavers.
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
Underhill, Clinch & Co., New York.

Clippers, Horse and Barbers'.
Allerton-Clarke Co., New York.
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Mfg. Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Coal Screens.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

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Colors.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Coopers' Tools.

G. W. Bradley's Sons, Westport, Conn.
Underhill, Clinch & Co., New York.

Copper, Sheet.

Bruce & Cook, New York.

Copper Cut Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Arcade Mfg. Co., Freeport, Ill.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.

Alfred Field & Co., New York.
Erie Specialty Co., Erie, Pa.
Williamson W. N. Co., Newark, N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicago.

Countersinks.

C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Cover Lifters, Stove.

Troy Nickel Works, Albany, N. Y.

Crayons.

Joseph Dixon Crucible Co., Jersey City, N. J.

Curled Hair.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.

W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery, Table.

American Cutlery Co., Chicago, Ill.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Cutting Pliers.

Cronk Hanger Co., Elmira, N. Y.
Charles Morrill, New York.

Dampers, Stove.

Arcade Mfg. Co., Freeport, Ill.

Discount Books.

Hardware Publishing Co., New York.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Ogden Mfg. Co., Newark, N. J.
Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Door Springs.

Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Sargent & Co., New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills, Bench.

Geo. Burnham Co., Worcester, Mass.
Chandler & Farquhar, Boston, Mass.
Silver Mfg. Co., Salem, Ohio.
(See Twist Drills.)

Drilling Attachments.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co , Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Iowa.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

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A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Iowa.

Emery and Garnet Paper.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery-Wheel Tool Grinder.

Buffalo Emery-Wheel Co., Buffalo, N. Y.

Enameled Door and Number Plates.

A. V. Taylor & Co., Cincinnati, Ohio.

Enameline.

J. L. Prescott & Co., New York.

Enamelers.

A. V. Taylor & Co., Cincinnati, Ohio.

Engravers, Wood and Photo.

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Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators.

Pelouze Scale & Mfg. Co., Chicago.

Escutcheons and Push Plates.

Brass Goods Mfg. Co., Brooklyn, N. Y.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York.

Eyelet Sets.

Eyelet Tool Co., Boston, Mass.

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets, Metal.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Faucets, Wood.

John Sommer's Son, Newark, N. J.

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Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland Ohio.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.

Fire Arms.

Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Remington Arms Co., New York.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Flour Sifters.

Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Flower Pot Stands.

Gilbert & Bennett Mfg. Co., New York and Chicago.
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Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Fruit Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Gameboards.

Leonard Mfg. Co., Grand Rapids, Mich.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Gasoline Lamps.

Brilliant Gas Lamp Co., Chicago, Ill.
Chicago Solar Light Co., Chicago, Ill.
Martin & Morehead, Chicago, Ill.
H. Merkel, St. Louis, Mo.

Gasoline Motors.

Lowell Model Works, Lowell, Mass.

Gasoline Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gas Pliers.

Cronk Hanger Co., Elmira, N. Y.

Gas Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.

Gauges, Butt.

Stanley Rule and Level Co., New York.

Glass Cutters.

Smith & Hemenway Co., New York

Glue.

Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Graphite.

Joseph Dixon Crucible Co., Jersey City, N. J.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers, Saw.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. DuPont de Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.

Hair Felting.

Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

John H. Graham & Co., New York.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
The Scranton & Co., New Haven, Conn.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Handles, Tool.

Berger Bros. Co., Philadelphia.
P. J Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers, Pipe.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Cronk Hanger Co., Elmira, N. Y.

Hangers, Barn Door.

Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Joint and Wall.

Van Dorn Iron Works Co., Cleveland, Ohio.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hangers, Parlor Door.

John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Hardware Mfrs' Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co , New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.
W. & E. T. Fitch Co., New Haven, Conn.
Sargent & Co., New York.

Hasps and Staples.

McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.

F. E. Myers & Bro., Ashland, Ohio.

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Hay Forks.

Iowa Farming Tool Co., Fort Madison, Ia.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York

Heaters, Oil.

Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, O.

Hinges, Trunk, Box and Door.

Brass Goods Mfg. Co., Brooklyn, N.Y.

Hoisting Machinery.

Burr Mfg. Co., Cleveland, Ohio.
Kimball Bros., Council Bluffs, Ia.

Hones, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.

Covert Mfg. Co., West Troy, N. Y.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Horse Rasps.

Arcade File Works, New York and Chicago
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Menders.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.

Boston Belting Co., Boston, Mass.
F. E. Myers & Bro., Ashland, Ohio.

Ice Cream Freezers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Tower & Lyon, New York.

Ice Creepers.

Edwin B. Stimpson & Son, New York.

Ice Tools.

John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

India Oil Stones.

Norton Emery Wheel Co., Worcester, Mass.
Pike Mfg. Co., New York and Pike Station, N. H.

Iron.

Bruce & Cook, New York.

Iron Fences.

Detroit Fence Co., Detroit, Mich.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps, Bicycle.

John H. Graham & Co., New York.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Lard Presses.

Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.

Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Enterprise Mfg. Co. of Pa., Philadelphia.
Underhill, Clinch & Co., New York.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

Stanley Rule & Level Co., New York.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.

Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.
Union Hdw. Co., Torrington, Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Measuring Pumps.

Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Mills, Coffee and Spice.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Mitre Boxes.

C. E. Jennings & Co., New York.
Smith & Hemenway Co., New York.

Mowing Machine Oilers.

Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Chas. J. Stebbins & Co., New York.
Underhill, Clinch & Co., New York.

Nail Pullers.

Smith & Hemenway Co., New York.
The Scranton & Co., New Haven, Conn.
Tower & Lyon, New York.

Nail Sets.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt and Screw Co., Cleveland, Ohio.
Cincinnati Screw and Tap Co., Cincinnati, Ohio.

Office Railings.

Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H., and New York.

Oil Stoves.

Dangler Stove and Mfg. Co., Cleveland, Ohio.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Oil Tank Outfits.

Eastern Oil-Tank Co., Lowell, Mass.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Padlocks.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
Standard Paint Co., New York.

Paper Clips.

Cushman & Denison, New York.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Trimont Mfg. Co., Roxbury, Mass.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pipe Threading Machines.

Armstrong Mfg. Co., Bridgeport Conn.

Pipe Vises.

Armstrong Mfg. Co., Bridgeport, Conn.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Pliers, Fencing.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

L. D. Berger, Philadelphia, Pa.
Berger Bros. Co., Philadelphia, Pa.
Bruce & Cook, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.

American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

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Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Porcelain Enameled Letters, Etc.
A. V. Taylor & Co., Cincinnati, Ohio.

Poultry Netting.
Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York, Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Powder.
E. I. Du Pont De Nemours & Co., Wilmington, Del.
Laflin & Rand Powder Co., New York.

Power Hammers.
The Scranton & Co., New Haven, Conn.

Press Clipping Bureau.
Twentieth Century P. C. Bureau, Chicago, Ill.

Price Books.
Hardware Publishing Co., New York.

Pruning Shears.
Cronk Hanger Co., Elmira, N. Y.

Pulleys, Hoisting.
Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
The Deming Co., Salem, Ohio.
Torrent Pump Co., Cleveland, Ohio.

Pump Tubing, Galvanized Iron.
Williams Pump Co., Norwalk, Ohio.

Punches, Spring.
Eyelet Tool Co., Boston, Mass.
Alfred Field & Co., New York.
Fred. J. Meyers Mfg. Co., Hamilton, Ohio.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Underhill, Clinch & Co., New York
R. Woodman Mfg. & Supply Co., Boston, Mass.

Railings, Brass and Iron.
Clinton Wire Cloth Co., Clinton, Mass.

Railroad Brasses.
Magnolia Metal Co., New York.

Rail, Barn Door.
Cronk Hanger Co., Elmira, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railway and Mill Supplies.
R. Woodman Mfg. & Supply Co., Boston.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.

Rakes.
John H. Graham & Co., New York.
Iowa Farming Tool Co., Fort Madison, Ia.
F. E. Kohler & Co., Canton, Ohio.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Razors.
Alfred Field & Co., New York.
Joseph Rodgers & Sons, New York and Sheffield, England.
Smith & Hemenway Co., New York.

Razor Hones.
Pike Mfg. Co., Pike Station, N. H., and New York.

Razor Strops.
Smith & Hemenway Co., New York.

Reamers.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Refrigerator Door Fasteners.
P. J. Conroy, Philadelphia.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Registers, Warm Air.
Berger Bros. Co., Philadelphia.
Canton Steel Roofing Co., Canton, O.

Revolution Counter.
Tabor Revolution Counter, Elizabeth, N. J.
R. Woodman Mfg. & Supply Co., Boston, Mass.

Riveters.
Standard Specialty Co., Salem, Ohio.

Rivets.
Atlas Bolt and Screw Co., Cleveland, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New Brighton, Pa.
Tubular Rivet and Stud Co., Boston, Mass.

Rivet Sets.
Eyelet Tool Co., Boston, Mass.

Roller Skates.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn., and New York.

Roofing Nails.
Salem Nail Co., New York.

Roofing and Roofers' Supplies.
L. D. Berger, Philadelphia.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Ruberoid Roofing.
Standard Paint Co., New York.

Rubber Buckets.
Torrent Pump Co., Cleveland, Ohio.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.

Sad Irons.
Enterprise Mfg. Co. of Pa., Philadelphia.

Safes.
Sears, Roebuck & Co., Chicago, Ills.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sand-Paper Blocks.
T. L. Prevost, Racine, Wis.

Sand Screens.
Gilbert & Bennett Mfg. Co., New York and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Tower & Lyon, New York.

Sash Cord.
Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Locks.
S. A. Brown, Buffalo, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
W. & E. T. Fitch Co., New Haven, Conn.
H. B. Ives & Co., New Haven, Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading, Pa.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.
Sargent & Co., New York.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Sets.
E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.
E. C. Atkins & Co., Indianapolis, Ind.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.

Scoops.
Underhill, Clinch & Co., New York.

Screens, Wire.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Screw and Bolt Cases.
J. D. Warren Mfg. Co., Chicago.

Screws.
Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Franklin S. Miles, Philadelphia.

Screws, Set and Cap.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Screw Drivers, Electricians'.
The Ducharmes & Co., Shelburne Falls, Mass.

Screw Plates.
Alfred Field & Co., New York.

Scythes and Grass Hooks.
Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Scythe Stones.
Cleveland Stone Co., Cleveland, O.
Pike Mfg. Co., Pike Station, N. H.

Seal Presses.
Charles Morrill, New York.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.

Shade Lines.
Samson Cordage Works, Boston.

Sharpening Machines.
John Chatillon & Sons, New York.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.
Universal Scissor, Tool & Nov. Co., New York.

Sheet Steel.
Dunbar Bros., Bristol, Conn.

Shelf Boxes.
W. C. Heller & Co., Inc., Montclair, N. J.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Reading Hardware Co., New York and Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Shoe Soles and Top Lifts.
Baxter, Schenkelberger & Co., Boston, Mass.

Ship Tools.
G. W. Bradley's Sons, Westport, Conn.
Underhill, Clinch & Co., New York.

Shovels.
Allerton-Clarke Co., New York.
Underhill, Clinch & Co., New York.

Signs, Enameled Steel.
A. V. Taylor & Co., Cincinnati, Ohio.

Silver Ware.
Luther Boardman & Son, East Haddam, Conn.
Holmes & Edwards Silver Co., Bridgeport, Conn.

Sink Bolts.
Atlas Bolt & Screw Co., Cleveland, Ohio.

Sink Cleaners.
John W. Sudlow, Brooklyn, N. Y.
F. H. & E. B. Vrooman, Chicago, Ill.

Skates, Ice and Roller.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Underhill, Clinch & Co., New York.
Union Hardware Co., Torrington, Conn.

Skate Sharpeners.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
E. C. Atkins & Co., Indianapolis, Ind.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Solder.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.

Spades.
Underhill, Clinch & Co., New York.

Spark Guards.
Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co, New York and Chicago.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spelter.
Bruce & Cook, New York.

Spikes.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.
Voigt, Starr & Co., New York.

Spoke Repairers.
Torrent Pump Co., Cleveland, Ohio.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York.

Sporting Goods.
J. A. Dubuar & Co., Northville, Mich.
Wm. G. Smith & Co., Philadelphia.

Springs, Wire.
Wallace Barnes Co., Bristol, Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
Tuck Mfg. Co., Brockton, Mass.

Spring Cotters.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Standard Tool Co., Cleveland, Ohio.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Squares, Steel.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.

Stamping.
Clark & Cowles, Plainville, Conn.

Staple Pullers.
Cronk Hanger Co., Elmira, N. Y.
Smith & Hemenway Co., New York.

Stay Rollers.
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Steel.
Wallace Barnes Co., Bristol, Conn.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

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Steel Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Steel Traps.

Hawkins Co., Waterbury, Conn.

Step Ladders.

Bicycle Step Ladder Co., Chicago.
Morley Bros., Saginaw, Mich.

Stocks and Dies.

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.

Stones, Scythe, Oil, Etc.

Cleveland Stone Co., Cleveland, Ohio.
Pike Mfg. Co., Pike Station, N. H.

Store Fixtures.

Bicycle Step Ladder Co., Chicago.
Morley Bros., Saginaw, Mich.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.

See Trucks, Store.

Stove Polish.

Joseph Dixon Crucible Co. Jersey City, N. J.
J. L. Prescott & Co., New York.

Stoves and Ranges.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Stove Trimmings.

Troy Nickel Works, Albany, N. Y.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Strainers, Julep.

Holmes & Edwards Silver Co., Bridgeport, Conn.

Strapping Belts.

Ames Sword Co., Chicopee, Mass.

Strops, Razor.

Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Studs.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Table Cutlery.

Goodell Co., Antrim, N. H.

Tackle Blocks.

Burr Mfg. Co., Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Tack Pullers.

Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.

Tacks.

Salem Nail Co., New York.

Tailors' Shears.

R. Heinisch's Sons Co., Newark, N. J.

Taper Pins.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Taps and Dies.

Cincinnati Screw & Tap Co., Cincinnati, Ohio.

Tinned Nails.

Salem Nail Co., New York.

Tinners' and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Tin Plate.

Bruce & Cook, New York.

Tire Bolts.

Atlas Bolt & Screw Co., Cleveland, Ohio.

Toilet Paper.

A. P. W. Paper Co., Albany, N. Y.

Tool Chests.

R. Bliss Mfg. Co., Pawtucket, R. I.
C. E. Jennings & Co., New York.

Tools.

Armstrong Mfg. Co., Bridgeport, Conn.
E. C. Atkins & Co., Indianapolis, Ind.
Cleveland Twist Drill Co., Cleveland, Ohio.
Coes Wrench Co., Worcester, Mass.
Alfred Field & Co., New York.
Iowa Farming Tool Co., Fort Madison, Iowa.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.
Stanley Rule & Level Co., New York.
Underhill, Clinch & Co., New York.
Voigt, Starr & Co., New York.

Transom Chains.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.

John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Trowels.

E. C. Atkins & Co., Indianapolis, Ind.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Trucks, Store.

John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tubes, Seamless Drawn.

Williamson W. N. Co., Newark, N. J.

Tubing.

Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, O.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Tubular Rivets.

Tubular Rivet & Stud Co., Boston, Mass.

Turpentine Tools.

G. W. Bradley's Sons, Westport, Conn.
Underhill, Clinch & Co., New York.

Twine.

Samson Cordage Works, Boston.

Twist Drills.

Cleveland Twist Drill Co., Cleveland, Ohio.
C. E. Jennings & Co., New York.
Standard Tool Co., Cleveland, Ohio.

Valves, Pump.

Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Vapor Stoves.

Dangler Stove & Mfg. Co., Cleveland, Ohio.

Varnishes.

Glidden Varnish Co., Cleveland, Ohio.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Vases, Flower.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Ventilators.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Canton Steel Roofing Co., Canton, O.
Geo. E. Fenn, Boston, Mass.

Vises.

Armstrong Mfg. Co., Bridgeport, Ct.
Alfred Field & Co., New York.
Howard Iron Works, Buffalo, N. Y.
Tower & Lyon, New York.
Van Wagoner & Williams Hardware Co., New York.

Wagon Jacks.

Covert Mfg. Co., West Troy, N. Y.
Lane Bros Co., Poughkeepsie, N. Y.

Washers.

Clark & Cowles, Plainville, Conn.

Welding.

Standard Welding Co., Cleveland, O.

Wheelbarrows.

Bryan Mfg. Co., Bryan, Ohio.

White Lead.

Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Window Lines, Pulleys, etc.

Samson Cordage Works, Boston.

Window Screens.

John H. Graham & Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Wire, Barb.

Fuller Bros. & Co., New York.

Wire Cloth.

Clinton Wire Cloth Co., Clinton, Mass.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Wire Gates, Fences and Fencing

Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York, Chicago.

Wire Goods Manufacturers.

Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Gilbert & Bennett Mfg. Co., New York and Chicago.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire, Market.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Wire, Music.

Alfred Field & Co., New York.

Wire Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
Salem Nail Co., New York.
Sickels & Nutting Co., New York.
Charles J. Stebbins & Co., New York

Wire Springs.

Wallace Barnes Co., Bristol, Conn.
Dunbar Bros., Bristol, Conn.

Wire Straighteners.

Chandler & Farquhar, Boston.

Wire Work.

Gilbert & Bennett Mfg. Co., New York and Chicago.

Wooden Faucets.

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ALPHABETICAL INDEX TO ADVERTISERS.

A

A. P W. Paper Co.... 4
Allerton-Clarke Co..... *
American Cutlery Co. 48
American Railway Supply Co..... 2
American Shearer Mfg. Co.....48
Ames Sword Co..... 10
Arcade File Works..... *
Arcade Mfg. Co..... ... 2
Armstrong Mfg. Co..... 7
Atkins (E. C.) & Co..... *
Atlas Bolt & Screw Co.....64
Atlas Mfg. Co.... 1
Ausable Horse Nail Co..... 8

B

Baeder, Adamson & Co..... 5
Barnes (Wallace) Co.....43
Barnett (G. & H.) Co.. 64
Baxter Schenkelberger & Co.....38
Berger Bros. Co..... 13
Berger, L. D..... 4
Bicycle Step Ladder Co.....10
Bliss (R.) Mfg. Co..... 4
Boardman (Luther) & Son.....45
Bommer Bros.....64
Bradley's (G. W.) Sons. 8
Brass Goods Mfg. Co.....48
Brilliant Gas Lamp Co.....10
Brown, S. A..... 45
Bruce & Cook..... 16
Bryan Mfg. Co..... 4
Buffalo Emery Wheel Co..... 41
Burnham, Geo. Co..... 7
Burr Mfg. Co..... 2

C

Canton Steel Roofing Co.....48
Capewell Horse Nail Co.....64
Cary Mfg. Co.....48
Champion Safety Lock Co..... 45
Chandler & Farquhar..... 43
Chatillon (John) & Sons..... ... 4
Chatillon (John) & Sons.. ..... *
Chicago Solar Light Co.....41
Chilton Paint Co.....46
Cincinnati Screw & Tap Co 1
Clark & Cowles..... 5
Cleveland Stone Co 7
Cleveland Twist Drill Co.....64
Clinton Wire Cloth Co.....63
Coates Clipper Mfg. Co.....11
Coes Wrench Co..... 7
Coldwell Lawn Mower Co.....15
Conroy (P. J.) Co.... 43
Covert Mfg. Co..... . 1
Cronk Hanger Co..... 56
Cushman & Denison.....41

D

Dangler Stove & Mfg. Co.....63
Deming (The) Co.....64
Detroit Fence Co. 45
Dixon (Jos.) Crucible Co..... 5
Doebler Mfg. Co..... 7
Dow Wire Works Co.....39
Dubuar (J. A.) Mfg. Co.....45
Ducharmes (The) & Co..... 1
Dunbar Bros.. 1
Du Pont (E. I.) de Nemours & Co.... 3

E

Eastern Oil Tank Co..... 45
Ellis & Helfenberger.....46
Enterprise Mfg. Co. of Pa..... 8
Erie Specialty Co 2
Eyelet Tool Co.....16

F

Fenn, Geo. E..... 2
Field (Alfred) & Co.... 10
Field (Alfred) & Co 18
Field, Chas. H.....45
Fitch (W. & E. T) Co..... 1
Fuller Bros. & Co..... 2

G

Gilbert & Bennett Mfg. Co.....63
Glidden Varnish Co.....37
Goodell Co... 13
Graham (John H.) & Co..... 8
Great Western File Co..... 64

H

Hardware Price Books..... 6
Hardwaremen's Exchange.....46
Harrington & Richardson Arms Co...11
Harrison Bros. & Co., Inc.....18
Hartley & Graham 1
Hawkins Co..... 15
Heinisch's (R.) Sons Co..... 5
Heller (W. C.) & Co.....18
Holmes & Edwards Silver Co.....10
Howard Iron Works.... 2

I

Iowa Farming Tool Co.....43
Ives (H. B.) Co..... 1

J

Jennings (C. E.) & Co..... 1
Jennings (Russell) Mfg. Co..... 2

K

Keuffel & Esser Co. 3
Kimball Bros.....18

L

Ladd's Discount Book 13
Laflin & Rand Powder Co..... 1
Laflin & Rand Powder Co 39
Lane Brothers Co. 2
Leete, C. H.... 46
Leonard Mfg. Co..... 15
Leonhardt & Co..... 7
Lowell Model Works 45

M

Magnolia Metal Co..... 1
Major Cement Co..... 63
Martin & Morehead.....41
McKinney Mfg. Co.....17
Merkel, H.. 4
Meyers (Fred. J.) Mfg. Co..... *
Miller, Henry J.....35
Morley Brothers 11
Morrill, Charles..... 17
Mugford, A.....39
Myers (F. E.) & Bro... 16

N

National Sewing Machine Co..... 9
New Jersey Wire Cloth Co.....61
New York Stamping Co.....63
Nicholson File Co.....64
Niles Mfg. Co..... 2
North Bros. Mfg. Co.....14

O

Ogden Mfg. Co..... 41

P

Payson Mfg. Co..... 2
Pearl (Henry) & Sons.....39
Pelouze Scale & Mfg. Co..... *
Peters Cartridge Co.....41
Pike Mfg Co..... 9
Plume & Atwood Mfg. Co.....16
Prescott (J. L.) & Co..... 1
Prevost, T. L..... 2
Pugh, Job T.....15

R

Reading Hardware Co.....11
Remington Arms Co..... .11
Robertson, Arthur R..... .. *
Rodgers (Joseph) & Sons.....10
Russell & Erwin Mfg. Co..... *

S

Salem Nail Co... 15
Samson Cordage Works..... 1
Sargent & Co 43
Scranton (The) & Co..... 1
Seaman (D. C.) & Co.....46
Sears, Roebuck & Co.....63
Sickels & Nutting Co..... 7
Silver Mfg. Co..... 2
Slaymaker, S. R..... 8
Smith (Wm. G.) & Co..... ..45
Smith & Egge Mfg. Co.....18
Smith & Hemenway Co.....43
Sommer's (John) Son.....64
Standard Paint Co.....18
Standard Tool Co..... 1
Stanley Rule & Level Co.....39
Stebbins (Chas. J.) & Co..... 8
Stimpson (Edwin B.) & Son.... 64
Sudlow, John W. 63

T

Tabor Revolution Counter. 43
Taylor (A. V.) & Co.....45
Thacher Belting Hook Co..... 5
Torrent Pump Co..... 45
Tower & Lyon.....12
Townsend, C. C. & E. P.....46
Trimont Mfg. Co.....11
Troy Nickel Works.....14
Tubular Rivet & Stud Co..... 8
Tuck Mfg. Co..... 4
Twentieth Century Press Clipping Bureau.....43

U

Underhill, Clinch & Co 8
Underhill, Clinch & Co 11
Union Auction Co.....39
Union Hardware Co..... 12
Union Metallic Cartridge Co..... 1
Universal Scissor, Tool & Novelty Co..10

V

Van Dorn Iron Works..... 46
Van Wagoner & Williams Hdw. Co..64
Voigt, Starr & Co..... 5
Vrooman, F. H. & E. B.....41

W

Warren (J. D.) Mfg. Co.....11
Williams Pump Co..... 5
Williamson W. N. Co..... 7
Wilmot & Hobbs Mfg. Co.....18
Wood (Wm. T.) & Co.....16
Woodman (R.) Mfg. & Supply Co....45

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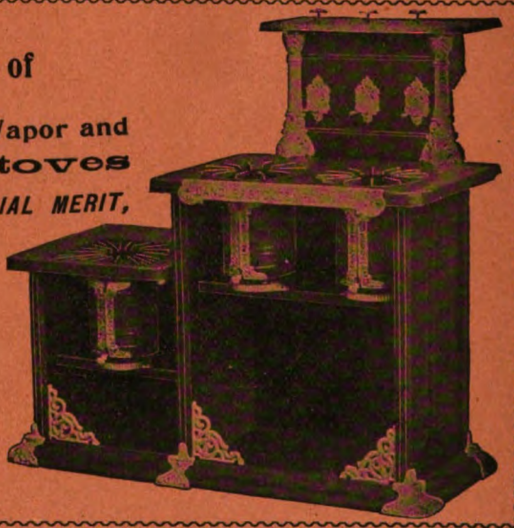
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